

OCTOBER NUMBER 1905

THE LARKIN IDEA

50 CENTS A YEAR



**"NO SOUR BREAD
WHEN MADE WITH
LARKIN DRY YEAST"**

Fur Scarfs and Muffs

These Furs have been chosen for reliable wearing qualities and all are made of selected skins. Every piece is carefully inspected before shipment. All 1905-6 styles.

Free with Larkin Products on terms named on page 3 of Premium List.

Scarfs

No. 92. Given for two Certificates.

Brown Sable Coney double scarf; chenille fringe; passementerie ornaments; silk cord with fur tassels. Length, 63 in.; weight, about 13 oz.

No. 63. Given for three Certificates.

Cluster Scarf; Opossum with six 12-in. wolf tails. Choice of Sable (dark brown) or Isabella (light brown). Length, 50 in.; weight, about 9 oz.

No. 103. Given for three Certificates.

Large double Scarf of Sable Coney; six 12-in. tails; passementerie ornaments; silk cord with fur tassels. Length, 96 in.; weight, about 20 oz.

No. 95. Given for five Certificates.

Imperial Scarf of Sable Opossum; wide-shaped; eight dyed marten tails; passementerie ornaments. Collar is lined with satin. Length, 70 in.; weight, about 13 oz.

No. 86. Given for six Certificates.

Double Scarf of Isabella Opossum; shaped collar; passementerie and chenille ornaments; eight 12-in. wolf tails; silk cord fastener. Length, 76 in.; weight, about 16 oz.

No. 610. Given for ten Certificates.

Extra large Double Scarf in choice of Isabella or Sable Opossum, made of finest selected skins. Large shaped collar; eight 12-in. wolf tails; passementerie and chenille ornaments and silk cord fastener. Length, 94 in.; weight, about 20 oz.

Muffs

No. 1½. Given for one and one-half Certificates.

Flat Muff 11 x 15 in. to match

Scarfs No. 92 and 103. Weight, about 12 oz.

No. 4. Given for four Certificates.

Flat Muff 11 x 15 in. to match Scarfs No. 63, 95, 86 and 610. Weight, about 12 oz.

Scarf and Muff Sets

Set No. 73. Given for three Certificates.

Flat Scarf 48 in. long, double collar, satin-lined ends; chenille ornaments and fringe. Latest shape flat Muff 11 x 14 in. to match, satin-lined. Has wrist-cord. Scarf weighs about 8 oz.; Muff, about 12 oz.

Set No. 405. Given for five Certificates.

Imperial Scarf of Sable French Coney 82 in. long; weight, about 11 oz. Large collar; satin-lined throughout; four large wolf tails; passementerie and chenille trimming. Muff to match is flat shape, satin-lined; size, 11 x 14 in.; weight, about 12 oz. Has wrist-cord.

Set No. 210. Given for ten Certificates.

Imperial Scarf 70 in. long; of selected blended Water Mink heavy double collar, new lapels; flat, satin-lined ends finished with six 12-in. wolf tails. Princess Muff 11 x 14 in. to match. Scarf weighs about 13 oz., Muff, 12 oz.



No. 95.



No. 86.



No. 610.

Larkin St.,

Larkin Co.

Buffalo, N. Y.

ESTABLISHED, 1875.



A HALLOWE'EN VISION.

BY F. R. JEWETT.

In bonnie Scotland there's a legend,
Handed down from days of old,
That on 'Hallowe'en is given
Power to read things yet untold;



And if one descends a stairway
Backward, in a mirror's face,
Held before him, will appear things
That his future years will grace.



This we heard, and straight determined
What the future held in store,
We would know; and down the stairway
Went with mirror held before.

Lo! within the glass reflected,
Larkin Products by the score
Greeted our astonished vision—
Things undreamed of heretofore.

Dainty packages and bottles,
Each perfection of its kind,
Thro' the darkness of the future
Dawned on our bewildered mind;

Premiums of all descriptions
Burst on our enchanted sight,
Handsome, useful, so our hearts were
Filled with wonder and delight.



Years have passed; our dream prophetic
Has been realized today:
On our Order=blank those Products
You will find in close array.



And our Premium List resplendent
Makes us think, in years to come,
Of the times we'll help to furnish
That most precious boon, a home.

Increased Manufacturing Facility.

Shortly there will be completed at the Larkin plant two new buildings for manufacturing purposes. *Expansion* is a watchword of the Larkin Co.; *stability* is another. Both are exemplified in these new structures.

The New Glycerine Refinery.

The new glycerine recovering and refining plant, now nearly ready for work, is a steel-and-brick building, like all of our structures, and it was erected above the power-house, literally built on top of it. The flat roof of the power-house was not disturbed, and the floor of the glycerine plant is elevated four feet above it.

The main floor is forty feet from the ground, and it is thirty feet from that floor to the ceiling. The building is 256 by 120 feet.

Two light shafts, one 23 by 92 feet and the other 23 by 72 feet, extend down from the roof of the new building to the roof of the power-plant and supply light and air to the boiler-room below. To the north of this shaft, there is a balcony floor for the support of some of the machinery; upon the balcony a new laboratory will be built from which the chemical control of the plant will be exercised.

You will probably remember our having told you tallow is composed of fatty acid and glycerine. The fatty acid combines with the lye to form soap, and the glycerine is left in solution in the kettle. When the new plant is equipped, the solutions containing the by-product glycerine will be pumped from the kettles over to the stills, and there will be refined into the white, Chemically Pure Glycerine with which you are all familiar. The present equipment for handling it has been outgrown, but with the new plant we shall have ample facilities for refining our entire by-product with ease.

Follow closely for a little peep into the engineering economics in force at the Larkin Factories. Glycerine distillation is performed by high pressure steam. In the new plant, the boilers are almost directly under the stills, so there will be little loss of heat in transmission. The glycerine solutions, as they come from the kettles, are very dilute, and must be concentrated before distillation. For this, steam that exhausts from the cylinders of the dynamo engines will be employed; it is at just the right temperature and costs practically nothing, since it has already been employed in running the engines.

Again, as the glycerine comes from the stills, it is in the form of vapor and must be condensed. For this purpose, it is run into chambers cooled by water. The water in taking the heat from the vapor, itself becomes heated. Then it is run into the steam boilers, and, because of the heat it has taken from the glycerine vapor, fewer tons of coal will convert it into steam, and besides the cost of the water itself will be saved. Such is the indefatigable economy that makes Larkin values possible.

Receiving and Refining Department.

To the south of the power-house and glycerine plant, at the corner of Larkin and Carroll Streets, two massive, steel-and-brick buildings are in the course of construction for our Receiving and Refining Department. They are designated, for convenience, Building L and Building M. The buildings (only a heavy fire-wall will divide L from M) will be 140 by 256 feet, and seven stories high. The structure will be of very heavy steel girders, and every floor will be of concrete. The whole construction is planned to bear ponderous weights in tanks, machinery and

raw materials; it will have three times the strength of the ordinary heavy-warehouse structure.

Raw materials for use in the manufacture of Larkin Soaps will be

stream of water frequently turned upon them they may always be kept clean and wholesome, to the comfort of the workmen.

Should a leak occur, the raw mate-

rial would run to the center and into the drain, where it could be recovered. And all this has been done pursuant to cleanliness and economy, watch-words of the Larkin Co.

In addition to these three structures, a new branch house is now building in Peoria, Ill., from which our customers west of the Mississippi River will be served. It

will be described in a later article.

About Rugs.

"Is the Kashmir Rug as heavy as Brussels, or is it similar to the Ingrain Art Square," a customer asks.

"The Kashmir Rug," we answer, "is about the same in weight as Brussels; 9x12, weighs 25 pounds. The same size Ingrain Art Square weighs 16 pounds.

"The color and wearing quality of the Kashmir Rug are fully equal to Tapestry Brussels, which it very much resembles. It has three distinct advantages over Brussels: the pattern is much more clear and distinct; the Rug is perfectly reversible; it is made in one piece."

No man whose business methods were wrong ever succeeded by sheer force of advertising. The businesses that have been built up by advertising have been based on sound foundations.—*Printer's Ink.*

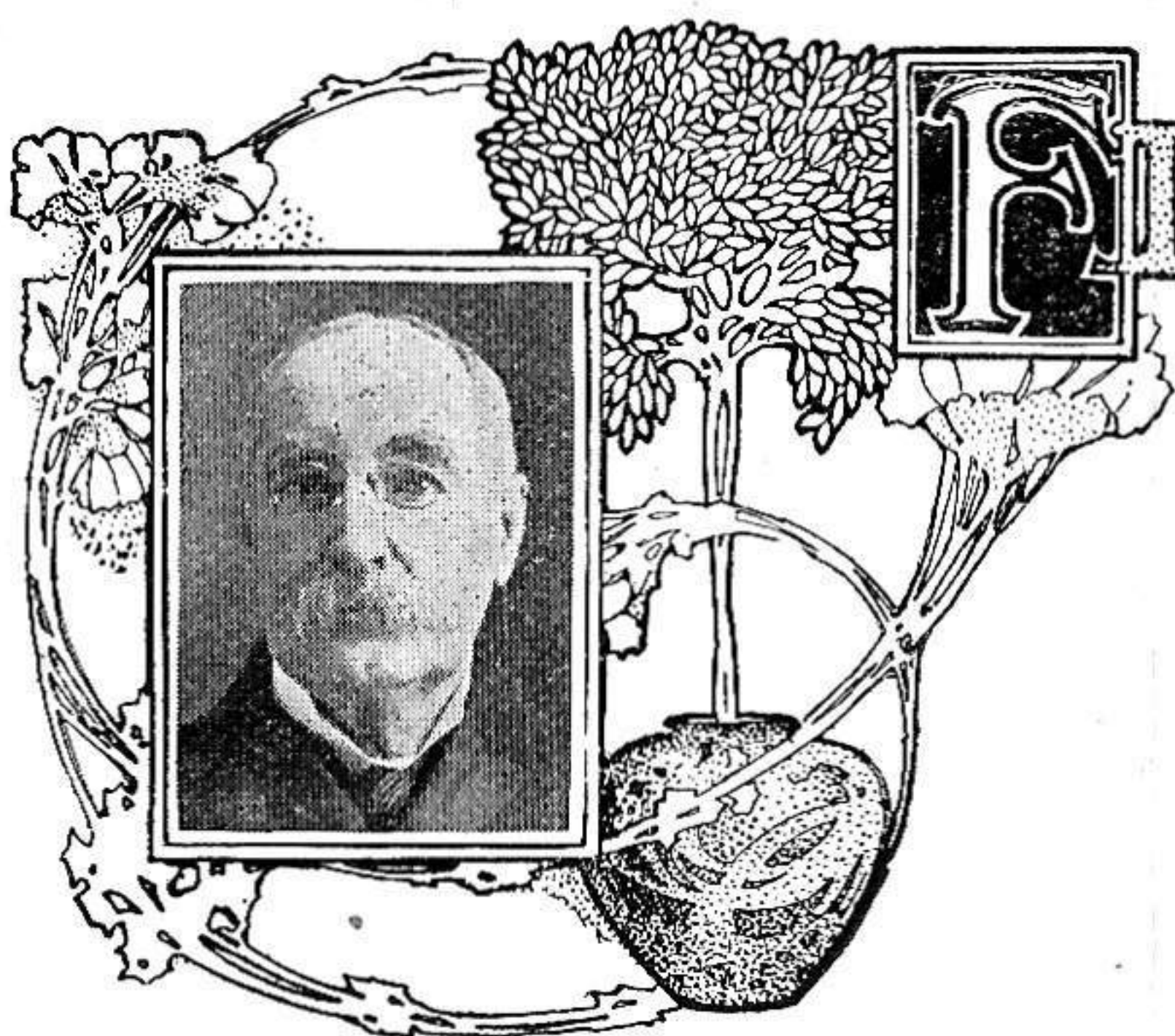


THE NEW RECEIVING AND REFINING DEPARTMENT.

received in this building and prepared for use in the factories. Soap stock and other similar materials will be pumped through overhead conduits to the factories across Larkin Street. Railroad sidings connecting with all roads entering Buffalo will run to the building, to afford every possible facility for handling raw materials.

Among the ingenious mechanical devices to assist in the work, there will be two barrel elevators that will handle eight hundred barrels an hour, receiving and delivering them automatically at any floor desired.

In planning the building, everything known to architect and engineer to make it sanitary was considered. One of the precautions against foul air may be mentioned, as an example. Twelve big fans, each operated by an electric motor, are built into the walls. These fans will draw out the foul air with great rapidity. The cement floors all drain to the center, so that by having a



FLORAL TALK

By EBEN E. REXFORD

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Editor THE LARKIN IDEA.*

MOST of the work advised for September can be done now with a fair certainty of success, if it was not done then, provided it is not put off until the very last of the month. Better late than never, you know.

It is well to go over the garden and give it a thorough cleaning up. Too many of us neglect the garden after the flowering season is over. This should not be. The neatness maintained during the summer ought to be characteristic of it the year round. Rake up the leaves from the lawn and put them in some corner, where they will decay and form a basis for future potting-soils. Gather the dead plants from the beds, cut down old flower-stalks, and make a bonfire of them. Allow no refuse to remain anywhere. Collect the trellis, stakes, and racks, used to support summer plants, and store them away under cover. If properly cared for they will last for several seasons, but if left to the mercy of the elements they will be short-lived. See to it, also, that the garden-tools are properly cared for. It is an excellent plan to go over them with a wash of oil before you put them away for the winter.

Gloxinias and Tuberous Begonias have probably completed their season's work. Withhold water until the soil in the pot gets dry; then set

the pots away without removing the tubers from them, if you have a good place for them, like a closet in a room free from frost. If you have no such place, take the roots out of the soil, wrap them in paper, and put them away in drawer or box where they will be kept warm and dry.

If the frost has killed the tops of Cannas, Caladiums, Dahlias and Gladioluses, dig their roots on a bright and pleasant day, and spread them out in the sun to dry. Cover them at night with papers or blankets. Expose them to the sun day after day until all the soil that adhered to them crumbles away at a touch. Do not cut off their tops at first, but do this after they have been dug for three or four days, leaving a stub of three or four inches on each plant. This interval between digging and trimming gives the sap a chance to dry out gradually, and helps to ripen off the root before it parts company with its old top. Leave them in the sun for a day or two, for the cut to dry over; then remove them to a shed or some similar place where they will be well sheltered, and let them remain until there is danger of their freezing. If roots are stored in the cellar without being properly ripened off after digging, they will be quite likely to decay. It is a good plan to keep them out of the cellar as long as it is safe to do so. If your cellar is damp, never place them on the bottom. Have a shelf, or suspend them from the beams overhead in baskets or stout paper bags.

Gladioluses do not winter well in the cellar. Better keep them in a dry place above ground.

Many prefer to put their tuberous roots in boxes of sand, rather than leave them loosely stored away on the cellar shelves. This is a good plan, provided the sand is perfectly dry. If moist, decay is pretty sure to result.

Let me caution you again about applying fertilizers to plants just brought into the house, and all that are in a dormant condition. If this is done, you are sure to injure them, because they are not in shape to make use of strong food. Wait until they begin to grow before treating them to stimulating applications. This is of great importance. It is natural to want to make our plants luxuriant and vigorous, but there is only one way; that is by feeding them when they can digest the food we give them. A plant will always make some growth when it is in proper condition to grow, and the time to come to its assistance is when we see a tendency on its part to go ahead; not while it is standing still.

Be sure to get and keep control of the insects at this season. They breed remarkably fast, and it will not take them long to spread through your collection. Use Sulpho-Tobacco Soap as a means of keeping them down. Prevention is better than cure.

Shower your plants frequently. Open the windows on all bright, pleasant days and let the air in. Avoid the use of fire-heat as long as possible.

Have you ever grown a Gloire de Lorraine Begonia? If not, you have a treat in store. Of all Begonias, this is the most wonderful variety for flowers. Plants will be literally covered with them for at least three months. The panicles keep on growing, as if they were stalks, and

flowers develop on them as they do on the branches of ordinary varieties. In color, they are a soft pink, brighter than those of the old favorite, Weltoniensis, our best summer-blooming sort. Give this charming novelty a rich, light, spongy soil, a moderate amount of water only, and keep it in a good light, but out of strong sunshine. Try it once, and you will not willingly be without it thereafter. I consider it the best winter-blooming plant of recent introduction.

Cut back the Roses you have growing in pots, and see that those that have not been repotted have a good top-dressing of rich, fresh soil. Look out for aphides on them.

Let your summer-flowering Fuchsias get rather dry at the roots, preparatory to storing them away in the cellar for winter. But if you have any plants of *F. speciosa*, keep them going steadily ahead by using fertilizer liberally, and frequent showering of the foliage.

Keep all dead leaves removed from your plants. This in the interest of health as much as of neatness. Decaying leaves often induce an epidemic of bacteria in the window-garden.

Many shrubs can be pruned to advantage now; but do not do any cutting on the Lilac, the Japan Quince, and others that bloom very early in the season from buds of this year's formation.

Have you ever grown the Genista? This favorite for Easter use has hundreds of bright yellow blossoms, which show to fine effect against its pretty foliage. It is a very good house-plant, if the red spider is kept from injuring it. Procure young plants now, and by liberal treatment you can grow them to good size by the time they are ready to bloom. You will find the Genista a welcome addition to your window-garden. Its rich color will light it up like sunshine.

We Would Like to Meet You Here.

Visit our factories and we will show you how your box of Larkin Products is packed, an interesting sight; furthermore, we will show and explain to you how these Soaps and Products are made.

The trip through the Larkin offices and factories requires just an hour, and it is replete with features of interest to everyone, from the quietest stay-at-home to the most restless globe-trotter.

Special guides who are enthusiastic and well versed in all the manufacturing processes, as well as every phase of the Larkin business, are in attendance, pleased any time to extend to you the courtesies of the Larkin Co. Come and see.

During the month of August five thousand people took the trip. There were representatives from five hundred seventy-one cities and towns in the United States and from seven foreign countries. Everyone enjoyed it and profited by it.

This is how some of the visitors expressed themselves:—

Mr. Wm. Eckham, of Toledo, Ohio, who has had considerable experience in factories, commenting upon the cleanliness of our plant, said, "It is truly a remarkable institution."

Mr. A. E. Owen, of Little Rock, Ark., was very enthusiastic over our methods. "A thoroughly enjoyable and very instructive trip," was his verdict.

Mrs. W. Watts, of Cleveland, Ohio, voiced the sentiments of her party when she said, "Certainly a very interesting trip."

Dr. Emil Schill, 16 Humboldt Strasse, Stuttgart, Germany, thinks it wonderful that visitors are permitted to inspect the plant. The features that impressed him most were the size of the factory and the rapidity and system with which the work is carried on. He also states that there is nothing of the kind in Germany to compare with the Larkin factories.

Mr. M. B. Henry, of Augusta, Ga., Division Freight Agent of one of the large Southern roads, delighted by the trip, said: "Never have I seen such system and economy practiced. Your offices are simply astonishing."



WHERE YOUR BOX IS PACKED.

Rev. Mr. Hess, of Grand Island, N. Y., was his companion. He also evinced great interest in the plant, saying: "The treatment afforded visitors is certainly very courteous, to say the least. I can readily see why

your firm succeeds."

The Doctor's Dilemma.

BY E. M. TAYLOR.

"Doctor Foster went to Gloucester

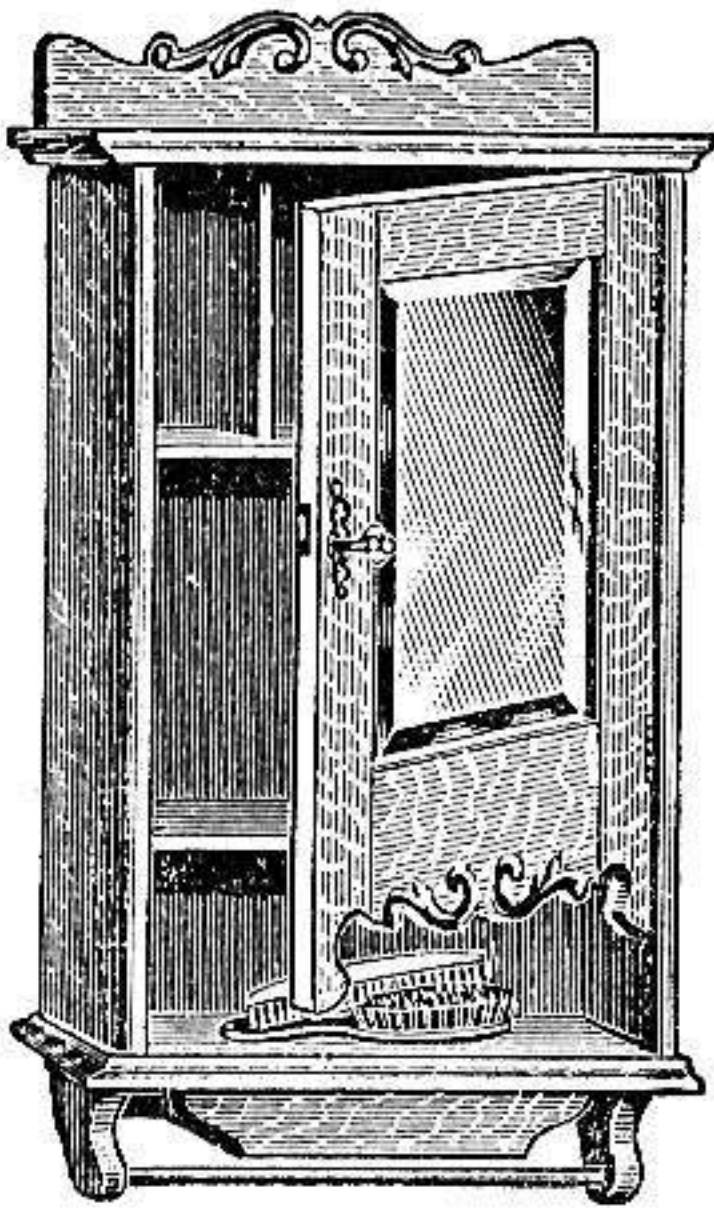
In a shower of rain;
He stepped in a puddle
Up to his middle,
And never went there again."

When Adelaide, his thrifty maid,
Beheld his sorry plight,
Quite horrified she was, and sighed,
"How wash his linen white?"

But John, the butler, with reason
subtler,
Cheered her with Boraxine.
A World's Work bath appeased
his wrath
And made the Doctor clean.

The Family Medicine-Cabinet.

Every housewife will do well to keep a stock of simple remedies in readiness for emergencies.



Oak Medicine Cabinet No. 3 is an ideal receptacle for articles of this nature. Has French beveled-plate mirror, 10 x 14 inches; seven compartments for bottles; is provided with a secure lock. Quartered

Golden Oak, polished, and very handsome. Given for three Certificates.

The Larkin List now contains several invaluable articles that add to the usefulness of the family medicine-chest. If you lack any of the following, the added sense of security against a time of need will amply repay you, even should you never have occasion to use them:

Tincture of Arnica, Spirit of Camphor, Camphorated Oil, Castor Oil, Sweet Oil, Witch Hazel Extract, Essence of Jamaica Ginger, Essence of Peppermint, Petroleum Jelly, and Mustard (for poultices).

Supplies of lint, bandages and absorbent cotton, supplemented by our Safeguard Carbolic Soap (for washing wounds) are quite certain to be in demand sooner or later. It is safe to say that if our grandmothers and great-grandmothers were now with us, a complete supply of Larkin household remedies would be found among the roots, herbs and barks designed for our interior betterment.

Always read the label on a bottle before giving medicine. A careful observance of this rule would prevent many serious consequences.

The Larkin Church-Aid Plan Preferable to Fairs and Festivals.

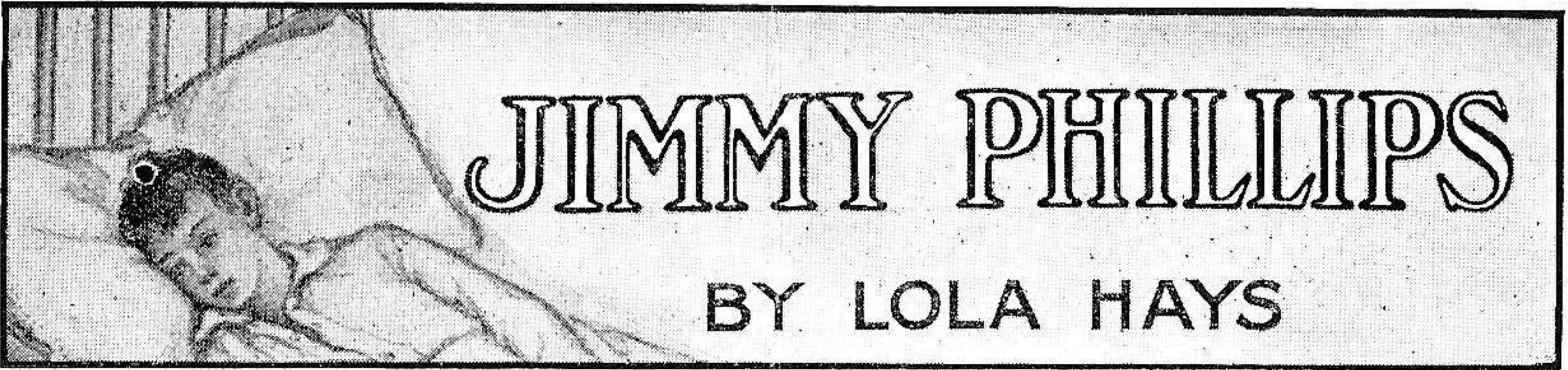
Church fairs, church bazaars, and church festivals, as means of raising funds for church purposes, are being rapidly superseded by the infinitely more sensible Larkin Church-Aid plan. We will send to any committee or church society \$20.00 worth of assorted Larkin Products for \$10.00. This enables the church to obtain the middlemen's profits and expenses, aggregating 100%, by selling to members, for \$20.00, Products that cost it but \$10.00.

This co-operative plan has been utilized with remarkable success by churches and church societies.

In the greatly overworked church fair, the chief inducement offered the purchaser is that his purchase helps the church; because of this, he often buys practically useless articles at extravagant prices, his purchase being in reality a donation. In the Larkin Church-Aid plan each purchaser helps the church even to a greater degree, and the purchaser secures only products that are an actual daily necessity, and are of the highest quality, and pays only the ordinary retail price, which he would have had to pay anyway for goods had his purchase been made at the retail store.

The members of many churches have established a large and permanent income for their church by co-operative buying through a duly appointed committee, Larkin Products, including Laundry and Toilet Soaps, Toilet Articles, Coffee, Teas, Spices, Flavoring Extracts, Soups, Starch, etc.

To those desiring to take advantage of the Larkin Church-Aid plan, we will send information, order-slips, and literature that aids in securing orders. Write for Application-blank No. 27 and complete information.



JIMMY PHILLIPS

BY LOLA HAYS

“BAD! No, he ain’t bad. He’s jist a divil, that b’y is. I can’t lave my engine a minute for fear that he’ll run her half way to St. Louis before I ketch him.”

“He has no business in the yards,” said Mr. Harding, harshly. “I’ll speak to Mulligan about it. He needs one or two good beatings to fix him up right.”

“Oh, Papa, a motherless boy! And his father only just dead, too, didn’t you say, Mr. Malloy?”

“Yes, Miss,” and Malloy turned aside a moment to clear his throat. “Yes, his father is dead this six months gone. Jim Phillips was as good a man as iver fired an engine. He worked with me four years and—well you see, Miss Harding,” apologetically, “we was all broke up when he was killed.”

“There must be something good in the boy. Don’t you think so?”

“Beg pardon, Miss, I can’t think it. Never since I drove an engine have I seen such a b’y. He dumps our fires; he soaps the rails; he does everything! Last Sunday he uncoupled the engine from the Special, while the b’ys was having a bit of a chat on the platform, and Halloran, jist to show what a swell start he could make, put on a burst of steam and ran half a mile before he could stop her. Oh, but Halloran would like a chance at him!”

“He must not be allowed in the yards,” said Harding, angrily. “The tracks are not orphan asylums, Mulligan must put him out every time he attempts an entrance.”

Malloy coughed discreetly.

“He don’t enter the yards, Sir. Mulligan won’t let him. He jist climbs the grain-elevator behind and jumps to the roof of the long shed over the tracks at the back. That shed is a bad thing in case of fire—”

“The Company will decide that, Malloy,” said Mr. Harding, curtly. “In the meantime, as my car is under there, I will see that the Phillips boy is kept out. I hardly care to risk any of his deviltry. Now remember, Mirra, none of your sympathy-business goes, in this case. I simply won’t put up with him. I have heard enough of his pranks since I came, two hours ago, to decide that I shall make an effort to have him sent to the reform school.

Mirra kept silent, guiltily hoping he would not discover that Jimmy Phillips had ridden into the shed on the trucks of the special car, the Mirabel, and was even now devouring candy and bananas, at her expense, on the back steps of the car.

Mr. Harding walked off down the depot platform and Malloy swung himself up onto his engine. He looked at Miss Harding and pointed with an apologetic grin towards the official. To Mirra’s terror and amusement Jimmy was cake-walking lightly down the platform behind the dignified Mr. Harding. Mirra clasped her hands nervously. Her father half turned just as Jimmy dropped behind a convenient laundry basket.

“That dreadful boy!” she gasped. “He will surely get into trouble. I

must warn him to hide until Papa has left Centerview."

The branch train carried Mr. Harding out over the twenty-mile bit of track between Centerview and Columbu that afternoon. He was in a most unamiable humor because the road would persist in getting out of order and the ancient engines would run off the tracks and become smashed-up bits of metal. Lately there had been added to his burdens the fact that the fireman had been scalded to death and the engineer crippled for life. New men had to be supplied, and, incredible among the annals of the road, these new men demanded an investigation of the track before they were willing to risk their lives upon it.

After he had gone, Mirra found Jimmy and warned him that he must keep out of the yards till her father had gone. She softened the blow by taking him into the Mirabel and playing checkers with him till five o'clock. It was nearly time for the train to return and she went with the lad to the door of the car.

"This is our good-bye, Jimmy," she said, standing in the door with her hand on his shoulder. "Be a good boy, Jimmy; I am going to do something for you when I get back home."

Jimmy's face was shining in a wonderful manner from the application of water and World's Work Soap in Mr. Harding's elegant toilet-room and his hair was slicked back with painful smoothness.

"All right, Miss Harding," he said, meeting her eyes squarely; "you're the first lady that ever spoke nice to me since my ma died, and I ain't a-going to forget it. No more tricks on Mulligan, honor bright!"

"Then it's good-bye, Jimmy," she said, bending over him and kissing him squarely on the mouth.

Jimmy's politeness was not equal to the shock. He looked round him for escape; then dropped unceremoniously off the front of the car and dashed for the side-tracks, where the long lines of empty box-cars soon hid him from view.

Mirra laughed softly and went back into the car, locking the door after her. She was very tired and lying down was soon fast asleep.

Jimmy was perched upon the top of the grain-elevator, long since closed for the day, watching for the train. A strange odor was wafted to him.

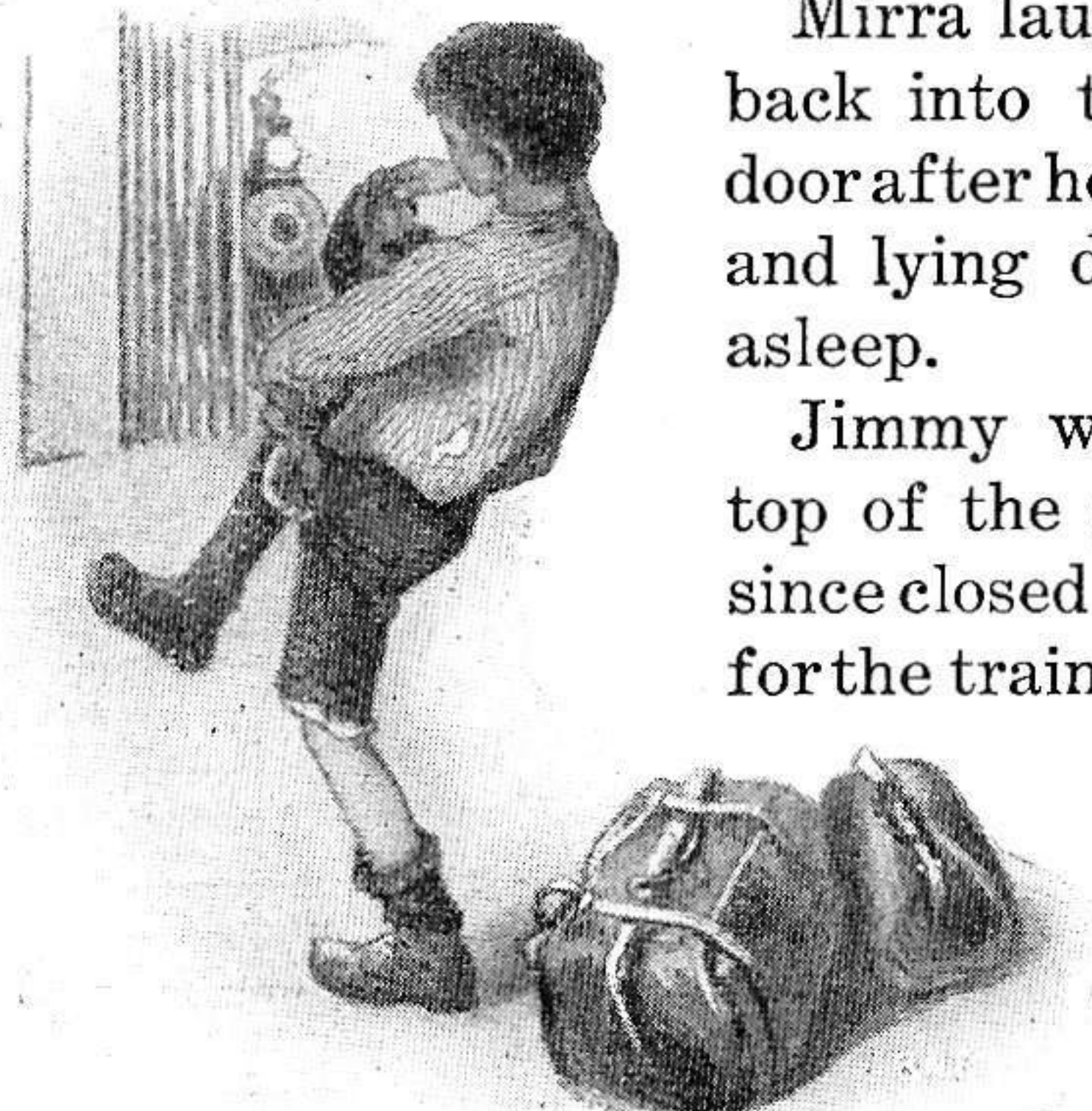
"Somethin' burnin'," he muttered, and looked abroad for the blaze. The town lay quiet in the

evening's dusk. Smoke spirals rose from many chimneys.

"Somebody cookin' supper with corncobs," he concluded, dropping to his perch again. The smell grew stronger. A suspicion came to Jimmy. He climbed through the openwork behind him and down through the tall building. Half way down, a choking gust of smoke struck him.

"Hully gee!" he exclaimed. "The elevator is afire!"

He climbed back hastily and got outside. How should he most quickly give the alarm. No one could hear



"JIMMY WAS CAKE-WALKING LIGHTLY"

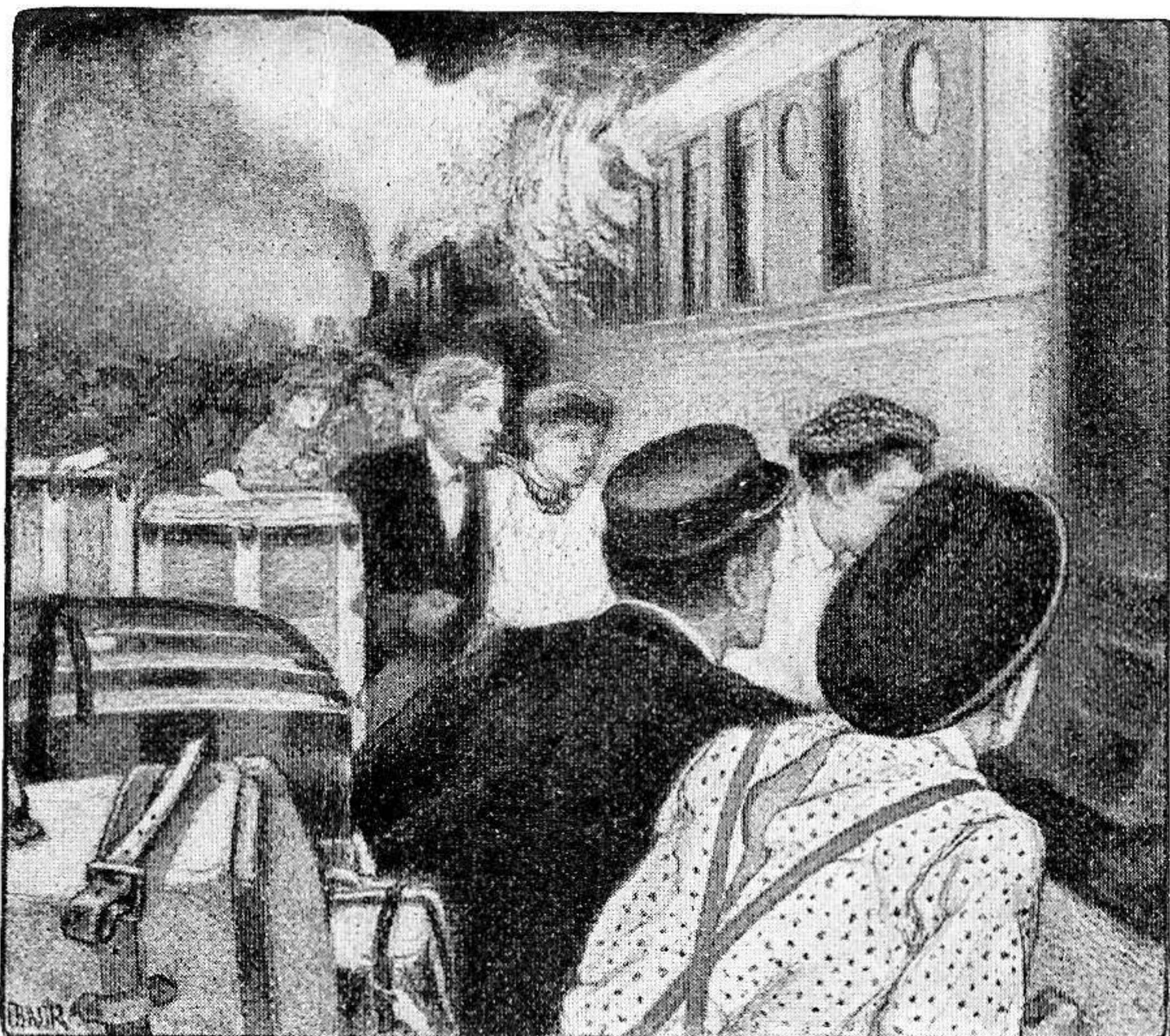
him up there. He glanced down at the shed below him and a sickening throb went through his heart. The *Mirabel* was there. He dropped from one handhold to another until he struck the sheds. Yelling "Fire!" with all the strength of his young lungs, he beat at the door of the car, frantically, but the thick curtained partitions kept the sound from disturbing the sleeper within. He ran round to the depot platform. Men were dashing down its length in order to reach the burning elevator. The flames were beginning to come through.

"The car," he called frantically, dragging at them as they ran by; "get the car from under the sheds."

No one heeded. He ran back again, crawling along the side of the car, trying to reach the windows. He threw a great handful of cinders against the windows of that part of the car he supposed *Mirra Harding* to be in. He screamed like one mad, but to no avail. "Hark!" His heart leaped with joy. A long whistle—the accommodation was coming in—she was even now at the bend. He ran down the track to the round-house and caught on the engine as it slowed up to turn the curve. The whole town was aroused by this time. Bells were ringing; whistles were blowing.

The elevator was all ablaze and long tongues of flame were licking

towards the shed. Jimmy screamed his tale in the ears of the engineer. The train came to a standstill just beyond the turntable and the passengers



"TOGETHER CAR AND ENGINE CAME FROM THE SHED."

began to swarm to the ground. Jimmie threw himself upon Mr. Harding and told him the awful truth.

The official turned to the engineer, with a cry of agony, "My God! Malloy, my daughter is in the *Mirabel* under that shed; we *must* get her out!"

The men were already half way up the track, Malloy in the lead.

"I'll get her for you, Sir," cried Jimmy, running up the track swiftly. A wild yell broke forth from the multitude. The shed was on fire. The men on the track melted into the crowd, and were lost.

Jimmy stood for an instant paralyzed with horror; then he ran back to the engine and uncoupled the cars. The switch was already set, and he started the engine with wild whistles of warning slowly upon the main track. Half way to the depot he jumped off again to turn another switch, that one which led to the

sheds and the Mirabel. Springing to the cab he pulled the throttle open.

The engine bounded toward the blazing shed, throwing wild whistles on the air. Right into the fire it dashed at full speed. It flung itself against the Mirabel's automatic coupler and together car and engine came from the shed. The crowd surged upon them. The Mirabel was afire. Mirra opened the door and staggered out, half suffocated. Little Jimmy was lying upon the floor of the cab, his clothing afire, his face buried in his arms.

It was Mr. Harding who carried him to the hotel, where he lay, for weeks, hovering between life and

death, lovingly cared for by Mirra; but he went east with the Mirabel, when it came fresh and beautiful from the repair shops at Moberly.

Mr. Harding would have adopted him, as Mirra wished, but the boy would not consent. He went willingly to school, until he was old enough to fire for Malloy; but now he leans, clear-eyed and grimy, from the right-hand window of the cab on big No. 9, and surveys with appreciative eye the long line of the "swellest" coaches on the division, stringing on behind.

And the happiest hour of the day for old Malloy is when he side-tracks to give that "divil of a b'y" the right o'way.

Customers Like Larkin Baking Powder.

The success of a Larkin Product means more to us than a mere business triumph, because we like to feel that our relations to you are just a little more than mere business relations. Are we not right in so regarding them?



We want to furnish you with the very best in each article and at the lowest possible price—in a word, to help you supply your homes with the greatest return in comfort for the money you spend, and avoid the wealth-wasting middlemen. So when we offer a new product, we are always interested to observe how you will receive it, and we have yet to be disappointed. Often the demand is larger than we have dared to prepare for in advance.

The reception immediately accorded Larkin Baking Powder upon its appearance on the Larkin Order-blank was cordial in the extreme, and

the popularity of the new product has steadily increased.

This is natural, because Larkin Baking Powder is an article of the highest grade. Its baking efficiency is high; this insures light well-baked cake and biscuit: its keeping qualities are certain; this insures uniform leavening power, enabling the housewife to secure good results always, a merit that not one will fail to appreciate. In addition, Larkin Baking Powder leaves no injurious residue in the cookery to upset the stomach and ruin the temper.

It is gratifying to have these good qualities so promptly recognized by Larkin housewives, for none know more about the merits of a culinary article—and they have told us that they like Larkin Baking Powder. Of course this pleases us greatly.

Those of you who are not familiar with the excellent qualities of Larkin Baking Powder should order a trial can without delay. You will find it able to stand every test admirably.

Price, 20 cents one-half pound can.

THE LARKIN IDEA

PUBLISHERS' ANNOUNCEMENT.

The subscription price of THE LARKIN IDEA is 50 cents per annum.

It is published on the first day of each month, and will be mailed to any address in the United States or Canada for one year upon receipt of the subscription price.

Back numbers cannot be furnished.

THE LARKIN IDEA will be mailed free for one year to every sender of three orders for the Larkin Soaps and other Products within twelve months. To one who continues to send orders, the paper will be mailed regularly until twelve months after the date of receipt of the last of three orders received within a year.

Short contributions are requested from any patron who has something to say that will interest others.

Larkin Co. Publishers.

ESTABLISHED, 1875.

FACTORY-TO-FAMILY
SOAPMAKERS, PERFUMERS, CHEMISTS, REFINERS,
IMPORTERS.

Factories and General Offices, - BUFFALO, N. Y.

Branch for West-of-the-Mississippi patrons,
PEORIA, ILL.

LOCAL BRANCHES:

4 and 6 White Street and 239 West Broadway, }	- NEW YORK CITY
149 Massachusetts Ave., Cambridge A Station, }	- BOSTON
2221-2231 Arch Street, -	PHILADELPHIA
820-824 Liberty Avenue, -	PITTSBURG
264-268 Erie Street, -	CLEVELAND

Food Adulterations.

The Coal-tar Lemon Pie.

[A pure-food commission in Chicago recently dissected a lemon pie bought out of stock, and found it to contain neither lemon, butter, nor sugar.]

They're making cotton clothes from
wool

And iron things from wood;

They're making goodies out of scraps

And nasty things from good;

They're making paper things from
rags

And money out of "sky";

But this is sure the worst as yet—

A coal-tar lemon pie!

They're making combs from kerosene
And pearls from olive oil;

They're making Belgian hares of cats
And syrup out of soil;

They're making buckwheat cakes
from paste

And pumice-stone—O my!

But this is sure the time to kick—

A coal-tar lemon pie!

They're making clothing out of glass
And butter out of grease;

While maple sugar made from sand
Is commoner than geese;

They make from scraps and chicken
bones

Most terrapin you buy;

But anything we'll stand except

A coal-tar lemon pie!

—*Baltimore American.*

On page 29, under *Premium News*, Underwear suitable for each member of the family is listed. The garments are for winter wear and are warm, durable and of excellent quality.

Send for our new illustrated list of Premium Stoves. It contains information of vital interest to all homes, particularly at this season of the year. See fourth cover page.

If you live in a town visited by our Traveling Showroom, do not fail to see the exhibition of Larkin Products and Premiums. You will be well repaid. Coming face to face with Larkin values is a quick and comprehensive way to learn what the Larkin Idea really means.

Larkin Numbers Are Important.

When sending us an order, if you are an old customer, be sure to write your Larkin number on the order-blank in the space provided for it. Your Larkin number should also appear on all correspondence.

These numbers are given to

customers so that by their use we can promptly locate the records of their dealings. If you are careful always to give your Larkin number on orders and letters, it will expedite our service to you.

Larkin Dry Yeast.

After the publication of this announcement, Larkin Dry Yeast will be ready for Larkin customers.



Larkin Dry Yeast claims a place on the Larkin order-blank because of three merits:

1. Purity of yeast germs;
2. Strength of yeast germs;
3. Freshness.

The yeast germ is a minute plant. When it is mixed up with dough it develops carbon dioxide gas, the same gas that makes soda-water bubble. This gas leavens the dough, making it light, and it is for this reason that yeast is used. There are many varieties of minute plants similar to yeast found with it. If these wild germs are not carefully separated from the true yeast germs, they are apt to set up fermentation in the dough and cause it to sour. The manufacturers of Larkin Dry Yeast have spent large sums of money in careful experimentation. As a result of this work, the yeast germs in Larkin Dry Yeast are pure; that is, none of these wild yeast germs are associated with the true plant; because of this, bread made with Larkin Yeast, if handled with usual care, is always sweet.

Sometimes yeast germs from one cause or another lose their strength. They will not develop the proper amount of gas. These impoverished germs are unable to leaven the dough properly and as a result the bread will fail to raise or be soggy

and indigestible. The yeast germs in Larkin Dry Yeast are very rich and will always raise the bread properly. This insures a light, flaky well-baked loaf.

Larkin Dry Yeast is simply the yeast germs incorporated in corn-meal and then pressed into a cake. It is made in a factory where everything, even manufacturing convenience, is sacrificed to cleanliness. It surely will be a source of satisfaction to our customers to feel that the yeast they use in their bread is absolutely clean and that it can be relied upon.

The Larkin Idea of Factory-to-Family dealing will exempt Larkin Yeast from the deteriorating effect of delays in warehouses and on store shelves. The yeast germs are richest and most active when fresh. Larkin Dry Yeast when it reaches the consumer will be at its very best, coming as it will direct from the factory and being shipped with a delay of but a few days, direct to the consumer. You will find this a great advantage, the full importance of which you will realize only after having tried our new product.

Larkin Dry Yeast, seven cakes, each cake sufficient for five to seven loaves of bread, in pkg., price 5 cents.

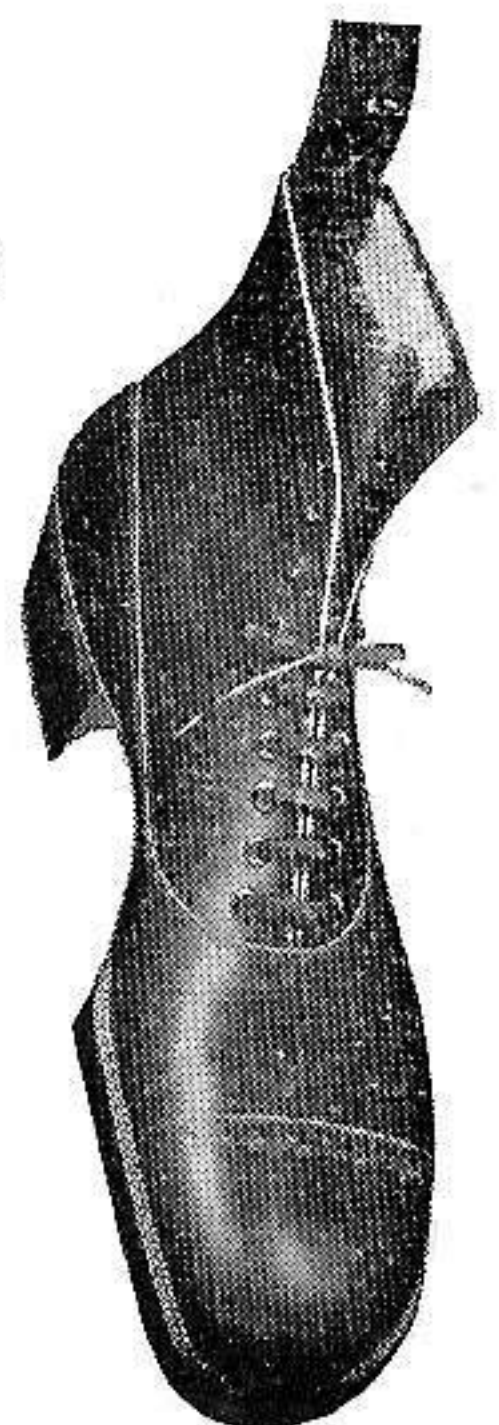
Men's Shoes.

Sizes, 6 to 11; widths, D, E and EE.

In ordering specify size and width.

No. 202. A neat dress Shoe, with medium-weight sole. Made of fine Velour Calf with dull calf top. Given for two Certificates.

No. 212. A winter Shoe like cut, made of plump box Calf, with heavy sole. Given for two Certificates.





DID you ever go woodchucking? If not, you have missed a lot of fun and sport.

For several years a friend of mine (whom we will call Doc) had been urging me to visit Central New York with him, where he said the woodchucks were very thick and we might be sure of plugging a big bunch of them. His vivid description proved to be no exaggeration; we found plenty, and a good many will never dig any more holes in the hillsides.

Supplying ourselves with ammunition, we took train Monday morning, changed cars at Syracuse and again at Oneida, arriving at a little station on the N. Y., O. & W. R. R., where we transferred to a stage and drove across country three or four miles to a little one-hotel town among the hills. Well, I thought, we are away down here in the country and we'll neither hear trolleys and automobiles whizzing along nor breathe smoke all day, as we do in town. In fact, we were remote from all thought of Buffalo, but—would you believe it?—the first thing I found when we went to wash up was a cake of Sweet Home Soap and later I discovered other Larkin Products.

Next morning we and Sammy walked up to the old farm, where Doc used to spend his summers when a boy, and started in to clean up the chucks.

Woodchucks are like crows in one respect. They seem to scent trouble when it is a long way off, and it requires some skill to shoot them. The best time to get them is in the morning from about seven to nine, providing the dew is not heavy, and in the afternoon from five to seven, preferably the afternoon. They are very wary and you have to sneak upon them without their seeing you. There was one old fellow that I shot at several times on the side of a hill at a range of about 125 yards, but without hitting him. I made up my mind to get that old chuck if it took a week, so went away up back of the hill, waited till he came out, crawled on the ground toward the edge of the hill as far as I could, but was no nearer than before and still he lived. About half way down was a stone wall. I sat behind it and waited till he poked his head out of the hole and—his name was Dennis.

At the edge of the woods I managed to plug a big fellow as he was running into one of the many holes; his squeals were likened unto those of a stuck pig. A little beyond that I bagged another, and Doc and I fixed it up in a lifelike position to fool Sammy; a few minutes later he came along and banged away. After all the joke may be on us, for Sammy claimed the chuck and our version of the affair didn't go down with Sammy.

The next forenoon it rained hard and there was not much to do but sit around the hotel, but the afternoon found us again in the fields and I came very near being banished from civilized society. I was walking slowly along beside a stone wall, heard a peculiar noise, stopped to investigate, and one of those bushy-tailed cats that manufacture a strenuous brand of incense poked its nose out. Fortunately for your friend Ginger, it was of a retiring disposition, else I might have been obliged to shed and bury my wearing apparel.

Wednesday Uncle Newt arrived with his arsenal, and we made arrangements to drive across country about fifteen miles. He is a crack shot and had three guns with him, one of which was fitted with a telescope sight, and that gun certainly did shoot. If the sight was held square on the chuck, you could count on getting it almost every time. Near North Otselic is a farm that is full of chucks,—that is, it was before we arrived, and we involuntarily left a few there for next year.

The hills in Madison County are corkers. From the summit of some, one can see for ten or fifteen miles, and the scenery is beautiful. In between the hills are a number of little lakes or reservoirs that are used for feeders for the Erie Canal many miles away. There is some good fishing, they say, in most of them, although we did not have a chance to prove it. We did discover that there were ruffed grouse (partridge) in the woods thereabout.

I quote from *Canoe and Camp Cookery* the directions for cooking woodchucks:—

“They must be thoroughly par-boiled before cooking and they may be roasted or stewed. A young woodchuck may be baked in the ground with the hide on, after

having been drawn, and is very palatable.”

Farmers do not object to anyone's shooting chucks on their farms. In fact, they welcome you and point out the best places, for chucks are a great nuisance to them, not only on account of the clover eaten but because of the large holes that they dig in the fields.

If you wish to hunt them successfully, let me suggest the Marlin Rifle No. 918, using a 30-30 calibre smokeless cartridge with soft-nose bullet. This cartridge has great power, and the smashing effect of the soft-nose bullet is tremendous.

Next year we hope to have even better success, as we now have all the good chuck farms located.

We are receiving a number of camping stories from the boys, and later on shall be able to give you some of them.

Housewife's Song.

BY BEN FORD.

Oh, the pleasant household tasks
That wait the glad hand's doing!
How many hearts are light today,
Housewifely cares pursuing!

We sing about these tasks of ours
Like birds in sweet spring weather,
And as we conquer them our hearts
Are light as any feather.

Sing, sing life's worries all away,
And let the cheek grow brighter,
And if a heart be sad today
Work's song will make it lighter.

For she who uses Sweet Home Soap
Sees trouble fly before it,
And work that used to fret her so
Because she worried o'er it,

Is made a light and pleasant thing;
And life takes on new beauty,
Because this friend of womankind
Makes light each household duty.



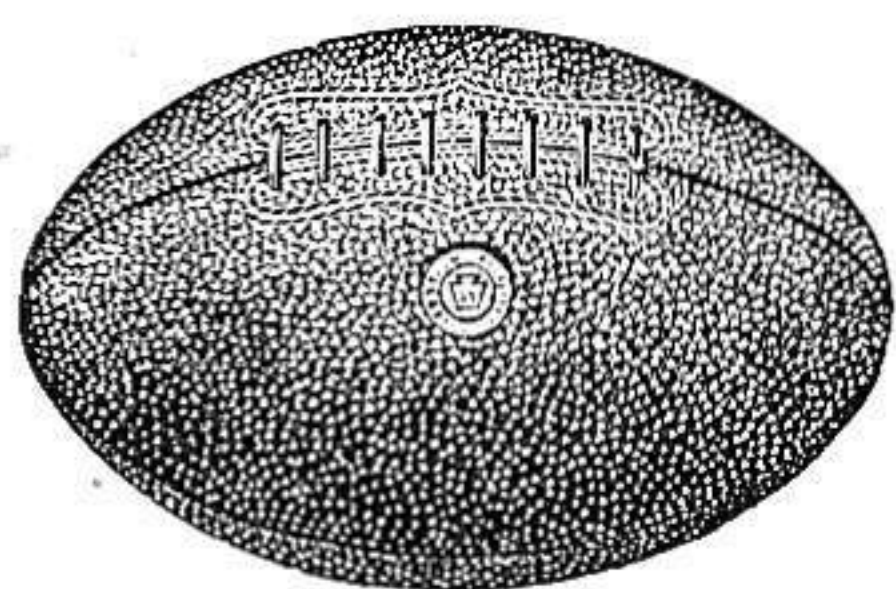
THE LARKIN BOYS' SYMPOSIUM

CONDUCTED BY BORAXINE



THIS talk is to be about some of the Larkin Premiums that I know are of interest to you.

First, I want to mention the Rugby Match Football No. 5-R. The football season soon will be at its height and there will be football enthusiasm and football talk on all sides. You



will want to get in the game. I am sure of the regulation size Rugby Match No. 5-R

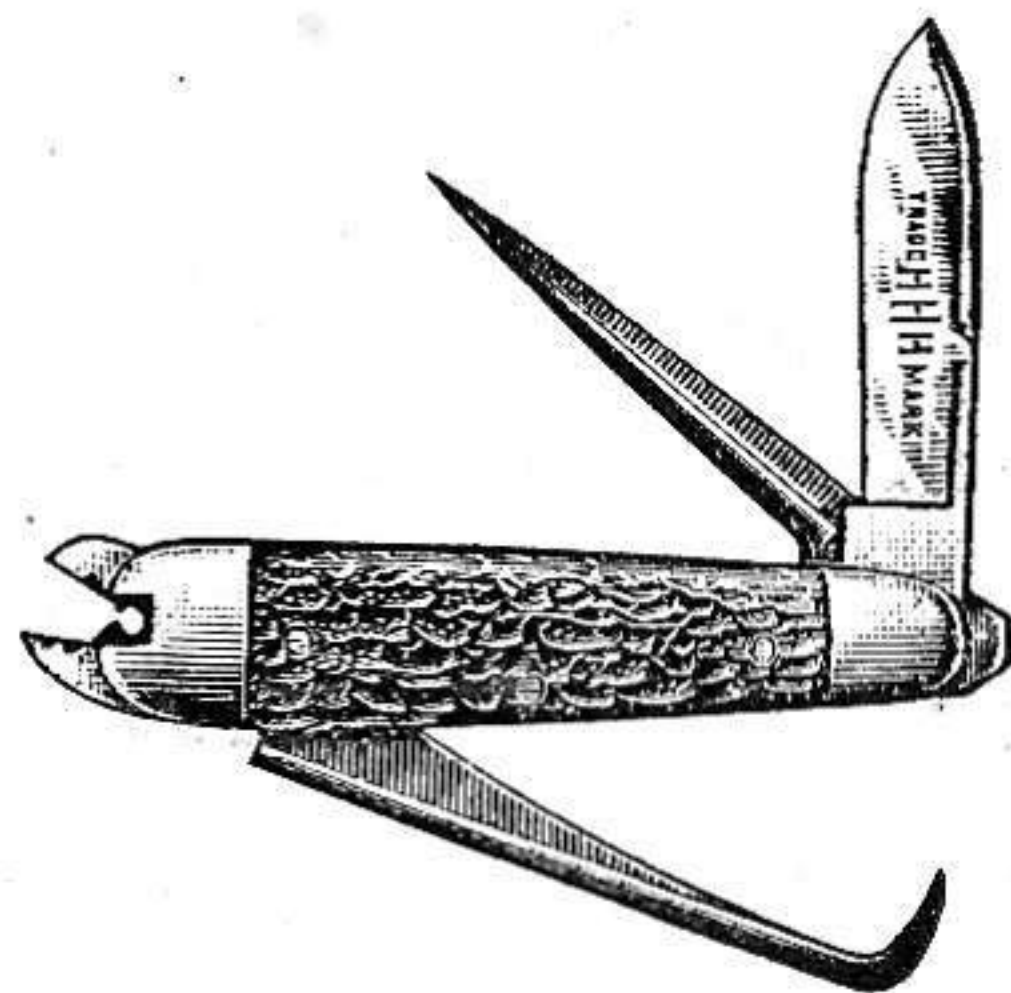
and I know that it is a good ball, capable of withstanding all the hard usage even hearty chaps like you could give it.

Made of superior American pebble-grain leather, lined with best canvas; guaranteed perfect shape. Put up complete with bladder, lacing-needle and leather lace. It is given for two Certificates.

This brings me to other sporting goods, but I haven't space to say much about them except to tell you what they are. Boxing Gloves for one and two Certificates a set, respectively, Striking Bags for two Certificates, and a great lot of Rifles and Shotguns ought to interest you this time of year. Then there are Barney & Berry Skates for two Certificates, and A No. 1 Sleds for one Certificate. Better earn them now so that you'll be ready for fun when winter comes.

Every boy wants and needs a good knife in his trousers-pocket. A boy without a knife is in about as sorry a plight as a soldier without his musket. When it comes to knives, we can fix you up beautifully.

One Certificate secures our Combination Pocket-knife No. 1. A glance at our illustration will give you an idea of its make-up. To my mind, it is the best all-around pocket outfit to be had. Here is a detailed description:—

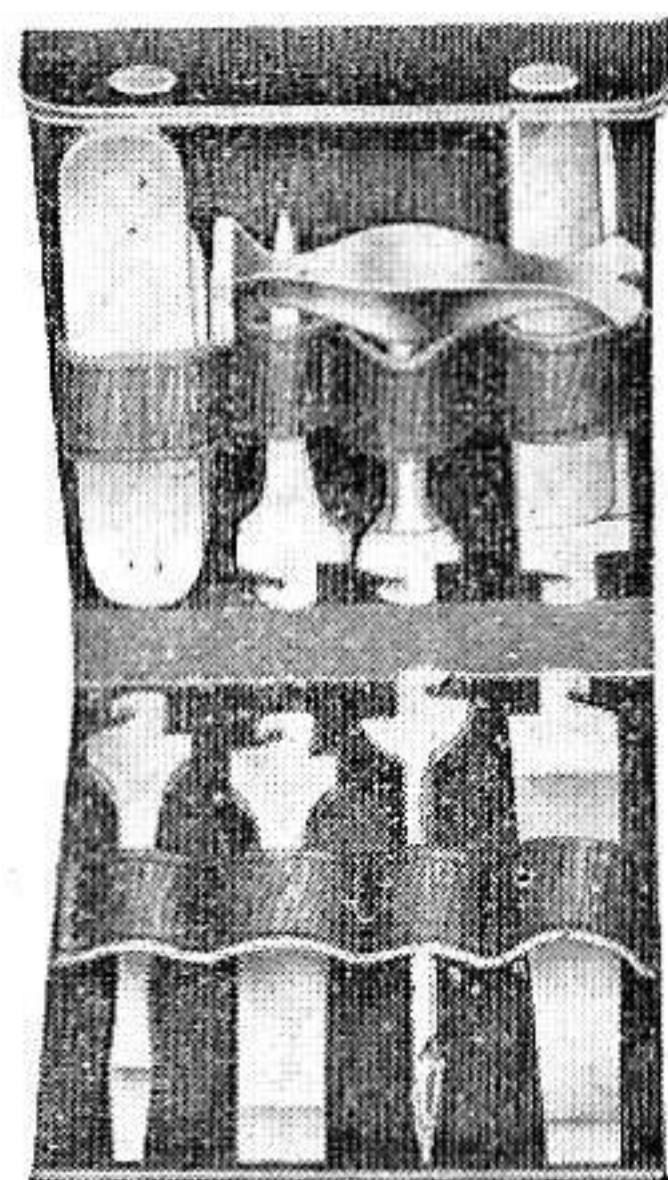


Nine tools in one: Pocket-knife, Leather Punch, Swedging Awl, Wire Cutter, Wire Pliers, Alligator Wrench, Hoof Hook, Screwdriver and Screw Bit; all in form and size of an ordinary pocket-knife.

Jack-knife No. 00 is an out-and-outer. It is given for one-half Certificate.

American-made Knife with two blades of finest English steel, full crocus polished on both sides. Stag handle, brass-lined; German-silver bolsters and name-plate. Will cut wire nails without damage to edge. Length, 3 $\frac{5}{8}$ in. Doesn't that sound good? A handy boy can do nearly everything with a Jack-knife, but sometimes it takes a great deal of time.

To be properly equipped, you ought to have the Handy Tool-kit No. 12. It is

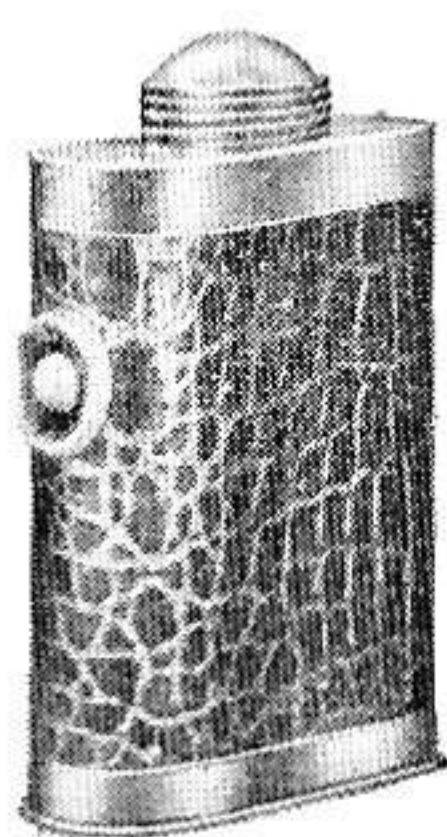


given for two Certificates, and comprises a complete set of tools for home use, for electricians, automobilists, yachtsmen, boys or campers. Consists of Knife with one large blade and strong handle into the end of which the following tools fit: Awl, Claw-hammer, Saw, small Screwdriver, Chisel, Gimlet, and File, on the end of which is a large Screwdriver. All nickel-plated. The outfit is contained in a leather pocket-case only $3\frac{3}{8} \times 4\frac{1}{2}$ in. when folded.

The indoor days will be upon us soon. From our Premium List you can select an outfit that will make you indifferent to the weather, because with it you can have a royal time right in your own house.

The Excelsior Self-Inking Printing Press, given for seven Certificates, has great possibilities; so does the Chautauqua Lathe, given for six Certificates, particularly when fitted with the Scroll-saw attachment, added for two Certificates extra.

I want to mention one more Premium briefly. That is the Electric Pocket Flashlight No. 11, given for one Certificate. It is not a toy but gives an instant and steady light. It's a splendid thing to help you find the buckles on your skate straps, when you are skating nights, and the thousand and one little articles that a fellow can't keep track of in the dark.



Now it's a very easy matter for any wide-awake boy to earn all these useful Premiums and many others. A letter will bring you a supply of literature and full instructions for going to work, if you are not already familiar with what the Larkin Idea can do for the boys.

Mrs. Mary A. Johnson, Highpoint, N. C., writes: "I am always interested in reading the letters in THE LARKIN IDEA as I like to see what others are doing, especially the children.

"My children (whose pictures you see in the accompanying cut) are delighted when the box of Larkin Products arrives, and watch eagerly while it is being unpacked.

"Through my influence at least \$500.00 worth of your Products that I know of have been sold, and I shall continue to recommend them."

William A. Carew, Bloomfield, N. Y., writes: "I want to tell THE LARKIN IDEA readers to try the Puritan Pure Cocoa. It certainly is the best we ever had. I am only seven years of age but I help my mother to get orders for your Products. She is secretary of a Larkin Club-of-Ten. I would like to get a pair of Skates and a Bunker Hill Bob-sled."

Mrs. W. D. Bryant, Grand Rapids, Mich., writes: "Here is a photograph of my son, who greatly enjoys working for your Company. He takes the orders and delivers the goods himself and has earned several valuable Premiums. The Table received from you recently has proved most satisfactory."



We are getting some fine new winter Premiums ready for you, boys, and before long we shall make some announcements that will gladden your hearts. Keep your eyes open.

Directions for Bread.

At noon wash two medium-sized potatoes, and add one pint of the water in which they are cooked. Moisten a cake of Larkin Dry Yeast in a half cup of lukewarm water. To the warm potato-water, add one quart of flour and beat thoroughly in the bread-mixer. When cool, but not cold, add the yeast and let rise until morning. Add three pints of warm water, three quarts of flour, two teaspoons of Larkin Table Salt. Again beat well, and let rise, keeping the dough at an even temperature of about 87° F.

At the expiration of an hour, knead and make into loaves. Let rise until dough rebounds instantly if pressed in with the finger. For pound loaves, bake forty-five minutes; if of more weight, bake proportionately longer. When taken from the oven, rub the tops with lard to soften the crust.

Parker House Rolls.

Rub one tablespoon of lard into two quarts of flour. Moisten one cake of Larkin Yeast. Scald one pint of milk, and when cool but not cold add to the flour. Beat well, adding one teaspoon of salt, one-half cup of sugar and the softened yeast. Let rise.

These can be mixed in the morning and be ready to use for supper, or they may be mixed at noon, allowed to rise until bedtime, mixed again, and be baked for breakfast. The dough at the second kneading should be rolled thin, cut with a biscuit-cutter, spread with melted butter, folded, allowed to rise and then baked.

Keep Our Letters.

We emphatically advise our customers to preserve our correspondence with them. Our letters are the record of the dealings between us,

and they should be kept on file. Often customers write us on the margin, or on the back, of our letters to them. It is far better, except upon rare occasions when we specify otherwise, to keep all of our letters within reach, where they may be readily referred to.

Larkin Co. at the Peace Conference.

A representative of Larkin Co. attended the receptions given by the Russian Peace Ambassador and his suite and by the Japanese Peace Ambassador and his suite at the conclusion of the deliberations that silenced the guns of the Russo-Japanese war and resulted in the Treaty of Portsmouth.

He conversed with M. Witte and Baron Komura and all of the diplomats and statesmen composing their parties. Without exception, they manifested great interest in the industries of America and particularly in the one he represented. This offered an opportunity to invite the envoys to visit the Larkin Factories in Buffalo. Lack of time prevented them from accepting.

A souvenir of Larkin Co.'s products was presented to the Ambassadors and to each of the members of their suites. In thanking Larkin Co.'s representative Baron Takahira, of the Japanese party, said:—

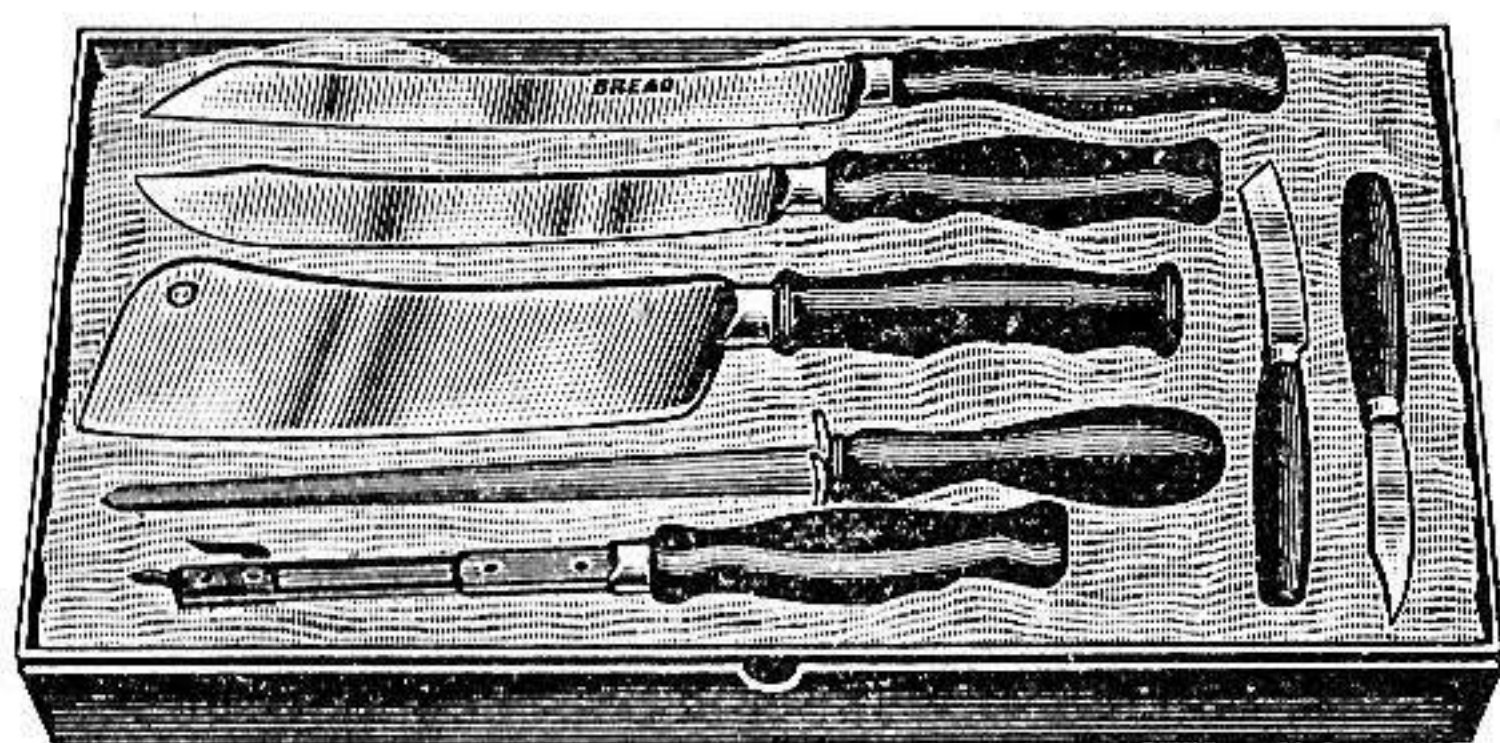
“For this civility I am greatly pleased. The courtesy of the American people is not to be wondered at when we recall your President and the reception with which we have met on your hospitable shores.”

Mr. Yasiyiro Ishikawa, the editor of the most influential paper in Tokio, Japan, the “Hochi Schimbun,” said that the Larkin Co.'s gifts to the Japanese and Russian parties should be mentioned in his paper, in the story of the Peace Conference.



IT is possible to fill a glass with water until it seems full to the very brim, and yet between the round surfaces of the drops there will be spaces into which many grains of sugar can be sifted, before the cup will overflow. So into our cup of daily work and daily play, we can sift a little sweetness of kindness and courtesy, filling each day to the full with honest joy.

The housekeeper who provides



herself with our Kitchen Cutlery Set No. 1 will find it of service many times a day.

Set consists of 1 Bread Knife, 1 Meat Knife, 1 Cleaver, 1 Knife Sharpener, 1 Wood's Patent Can-opener and 2 Paring Knives.

All first-class hammered Steel, with ebonized-wood handles. Given for one Certificate.

An excellent celery salt can be made by putting a tablespoonful of Larkin Celery Flavoring Extract into a cup of Larkin Table Salt and mixing well.

Begin the day right by taking a cup of fragrant Larkin Coffee with

your breakfast. It will impart a zest that will materially lighten the day's work. If coffee sometimes seems to disagree with you, try taking it without cream or sugar. Only a strictly high-grade blend can succeed in pleasing the palate when taken clear, but Larkin Coffee stands this test royally. It is composed of carefully selected, scientifically roasted and skillfully blended coffee-beans. It becomes a favorite wherever used.

In washing potatoes, use an old scrubbing brush and cold water. If you will hold a thin slice of potato up to the light, you will notice that next to the skin there is a section of fibre thicker than the rest of the skin. It is this which contains the nutriment of the vegetable. On that account one should pare the peelings off very thin. If your potatoes are heavy and soggy when you bake them, try picking holes in them with a fork, or cutting a slit with a knife—thus allowing the steam to escape.

Dish-cloths ought to be of good, strong linen. Stair crash serves this purpose splendidly; it soon becomes soft and flexible.



It is well to hem the edges to prevent fraying when in the laundry. Never crumple them up. Rinse and hang them in the sun, or behind the stove.

Greasy dishes should be first wiped off with pieces of paper. It is far easier to burn paper soiled with

grease than to wash cloths used for the same purpose. If allowed to remain in warm water a few minutes, dishes can be washed much more readily. Some women err in allowing gilded or ornamented dishes to soak over night. Such a practice is sure to detract from the delicate coloring.

Use hot water containing Boraxine or Sweet Home Soap. Mop them well with the dish-cloth, then transfer the dishes to a rinsing pan. This pan should be large, and have a wire drainer fitted in, about two inches from the bottom, so that the boiling water poured over them will drain off.

Salads Are Healthful.

There is record of the use of salads in Roman times, when many ingredients were mixed together in a mortar to produce some delectable dish, but without doubt the simpler the salad the better it was.



The list of plants eaten uncooked as salads by people generally is quite small. Lettuce, cabbage, radishes, cucumbers, watercress, endive, escarole, dandelion, purslane, and sorrel. These plants, fresh and crisp, served with a French dressing are very healthful, as they combine the mineral elements of the plant, so essential to the system, with the olive oil, which gives, according to the ancients, strength and suppleness. Olive oil is the dressing par excellence for a salad. It lubricates the alimentary tract and acts as a germicide. Its use is strongly advocated in health as well as in all wasting diseases.

The prejudice that some people have had against its use has arisen from the inferior grade with which they have been supplied and which becomes rancid very quickly on exposure to the air.

There are many salad combinations made with cooked and uncooked foods, and these with a few of the fruit salads call for the heavier mayonnaise dressing, which provides a very hearty and enjoyable food.

If you have not learned of the use of oil, begin using Larkin Olive Oil, which is a virgin oil of delicious flavor and quality, and the taste once acquired will be a source of great pleasure as well as health.

Pennsylvania Showroom to Open Soon.

Arrangements for the Pennsylvania Temporary Showroom are rapidly nearing completion and its first display will be made in Erie, opening October 23rd.

The makeup of the Larkin Temporary Showroom for Pennsylvania is the counterpart of the one that has met with such unbounded success in the cities and towns of New York, during the past nine months. All of the Larkin Premiums and Products will be displayed and the exhibition will be in charge of a corps of wide-awake and intelligent men who will be ready to answer questions and pleased to explain the Larkin Idea of Factory-to-Family dealing to visitors.

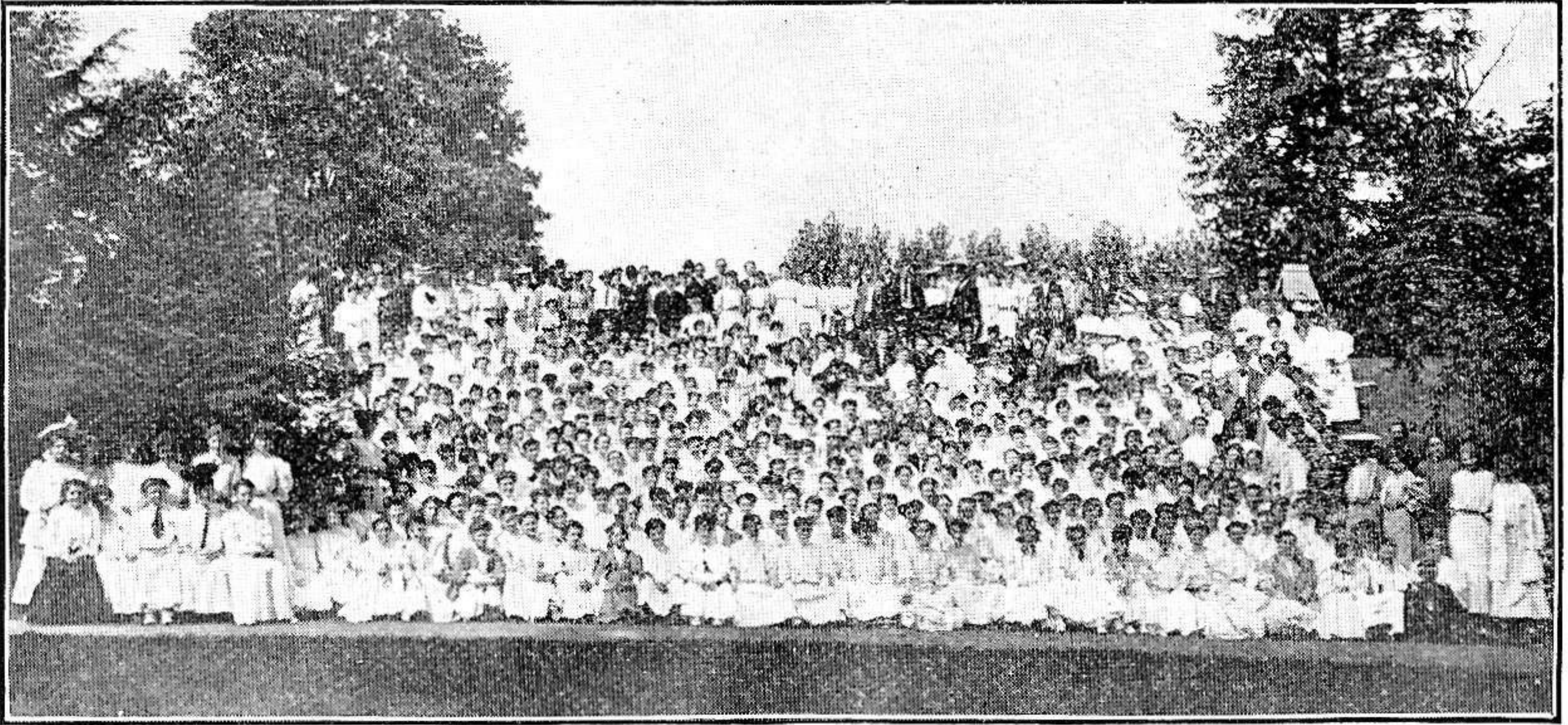
The schedule for the new Showroom made out thus far is :

Erie, Oct. 23 to Nov. 4;
Bradford, Nov. 6 to Nov. 11;
Warren, Nov. 13 to Nov. 18;
Meadville, Nov. 20 to Nov. 25.

The New York Exhibit Schedule.

During the next few weeks the Larkin Temporary Showroom for New York will give these displays :

Troy, Sept. 25 to Oct. 7,
270 River St. ;
Albany, Oct. 9 to Oct. 28,
Burgesses Corps Armory,
527 Broadway ;
Hudson, Oct. 10 to Nov. 4;
Kingston, Nov. 6 to Nov. 11.



Larkin Co. Managers' Conference and Picnic of Employees.

The first Annual Conference of Larkin Managers was held at the home-office in Buffalo, September 6 to 8, inclusive. The managers of the New York, Boston, Philadelphia, Pittsburg, Peoria and Cleveland Branches attended the sessions.

Three days were spent in discussing matters of vital importance to Larkin Co. and its customers. The conference was a success in every way. It will redound to the benefit of the millions of Larkin customers, whose interests we have at heart.

A banquet by the Company to those attending the conference brought it to a close Friday night. At the

dinner good will and enthusiasm prevailed. The after-dinner speeches were bright and entertaining. Interesting bits of early and recent Larkin Co. history were talked over.

On Saturday, September 9th, the Larkin Co. gave its office employees a picnic and outing at Cascade Park, a beautiful place in the Cattaraugus hills. A special train of ten cars was chartered and filled.

The day was spent in outdoor amusements and dancing and everyone had a thoroughly good time, as the expressive faces of the accompanying group attest.

Who Knows Norris Edwin Wodell?

"I thought it about time someone was letting the people know that you have appreciative customers in this section.



"After selling four boxes of Soaps to friends, and recommending several other customers, I concluded to organize a Club, which I did in January, 1904. I have kept from one to three Clubs going ever since, besides working every day in the shop, and have sent you from

eleven to forty dollars each month (\$34.00 this month), which I do not think is bad for an old man, in connection with the cares of a family of nine. Wife and I very much enjoy the handsome and useful premiums received for my work.

"Now, gentlemen, I have a brother that has been gone 27 years. I believe THE LARKIN IDEA goes to nearly every State, and having failed to find him by advertising, I pray that any one reading this letter who knows of the whereabouts of Norris Edwin Wodell, will write me.

"I thank you for all favors.

"Milo N. Wodell,
"412 York St., Quincy, Ill."



HOLIDAYS are over and I am sure you are all glad to get back to your studies; for after all it is jolly to be working with other girls and boys all having the same purpose.

Do you ever think much about having a purpose in all that you do? One does not accomplish anything worth while doing unless there is an object in view. Now, for instance, if I were you I would make up my mind about just what premiums I wanted this winter and set to work to get them. There are so many now that you may have for yourself.

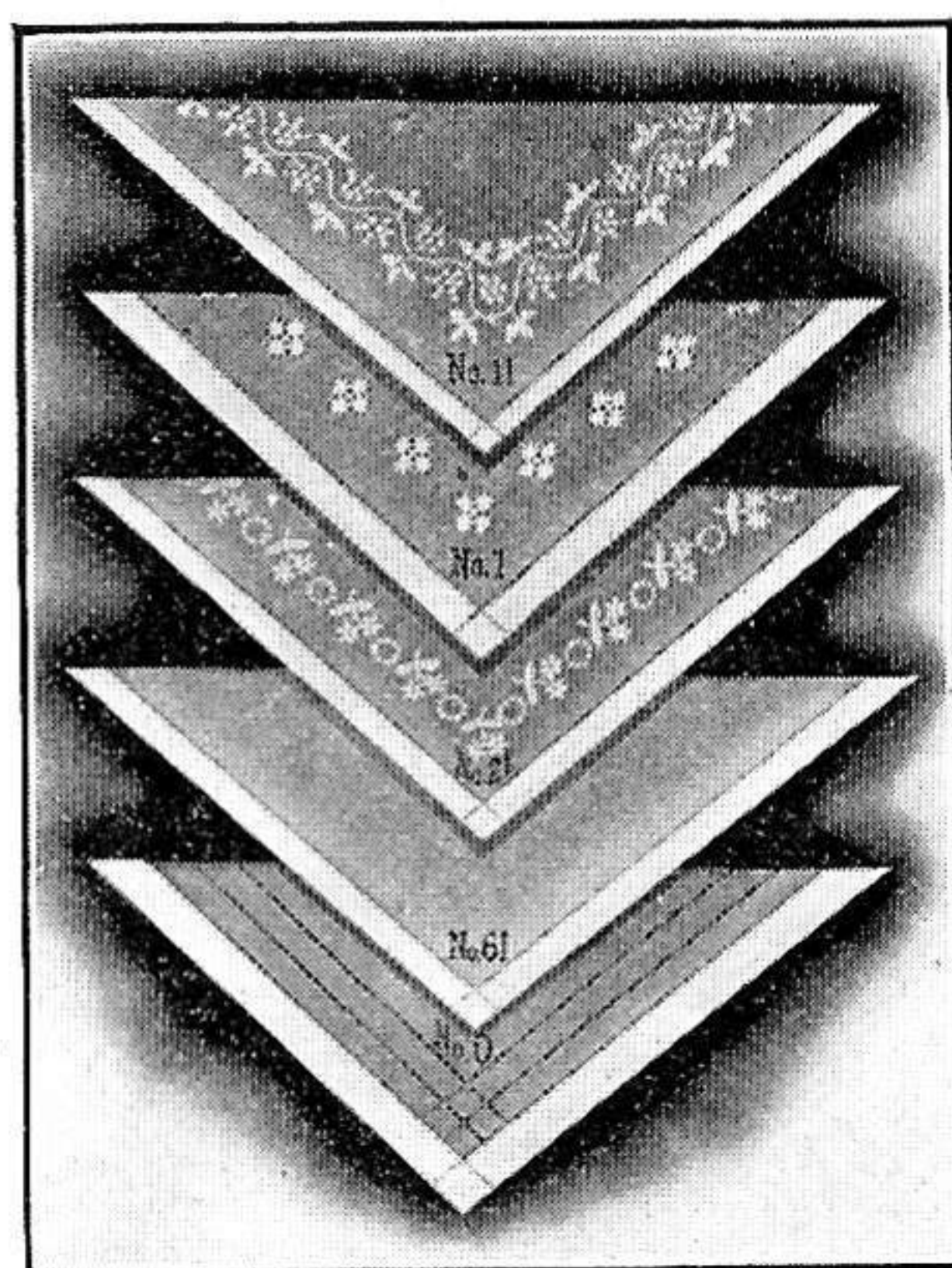
Have you seen the Fur Scarfs and Muffs on page 43 of the 49th edition of our Premium List?

What girl does not long for a set of furs of her own? Set No. 64 is just what you want and it is given for four Certificates so that if you sell \$10.00 worth of Products you need send us only \$9.00. Or if you send us \$10.00 you may have a one-certificate Premium besides and for that you can do

no better than to get some handkerchiefs. Every girl wants pretty ones and those we offer are all dainty and in good taste.

Before leaving the Furs let me tell you that most girls do not clean them as they should. Think of wearing

Furs all winter without removing the dust that must gather in them. They should be beaten occasionally—not too often, of course,—and



nothing is better than to rub them thoroughly with cornmeal. Just spread it over the Furs and rub them with your hands. A pound of meal costs about five cents and is enough for two cleanings. You will doubtless wear the Furs every day so that once every two months is none too often to use the cornmeal.

Be sure to beat them thoroughly afterwards to remove all the meal. It will not hurt them but will on the contrary put new life into the fur and make it look like new.

And by the way, always have plenty of clean collars and cuffs on hand for school-wear. A set may easily be made from one handkerchief, either embroidered or hemstitched. One whole side will be



required for the collar and the remainder of two sides for cuffs. On each cuff there will be one unfinished end, which you should hem neatly and it can then be worn under the other so that they will look very well indeed.

Always have them spotless. A girl should wash her handkerchiefs and collars herself so that they may not be subject to the rough handling usually accorded the weekly washing. Use White Woolen Soap or Maid o' the Mist for these fine things.

You should have your own school Umbrella too. Ours for one Certificate is just the thing, and it is much

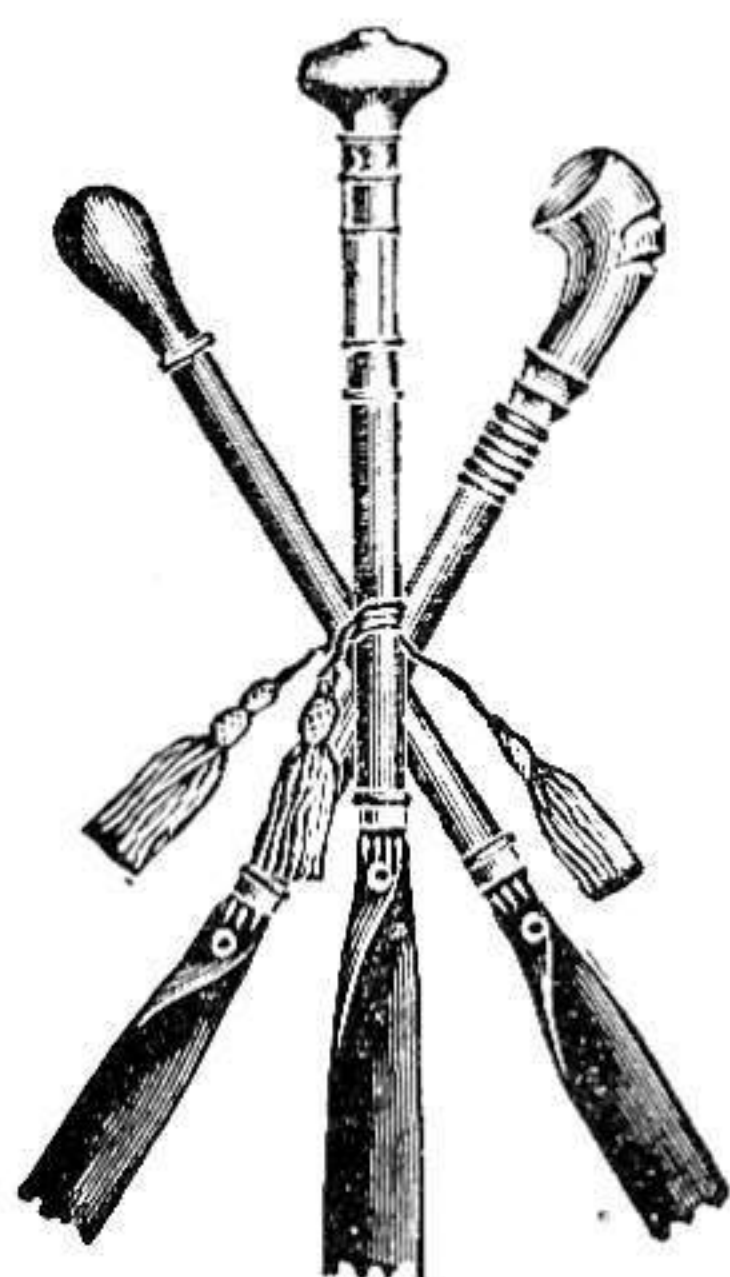
nicer for you to have your own than one that has been discarded by an older member of the family as very often happens.

Many times I have quoted: "Where there's a will, there's a way"; and you just have to want

these things badly enough to strike out for the orders with which to get them.

Many of you have been doing splendidly during the summer months. Don't let your customer's enthusiasm lag. The best way to avoid it is to be enthusiastic yourself.

Remember, too, that it is about time to earn some Christmas money and you may do this by ordering Products alone, \$20.00 worth without Premium for \$10.00. You can earn \$10.00 that way in two or three afternoons, and think how rich you will be with such a sum. Next month I am going to tell you how to make some pretty gifts, the kind girls love to make for one another, and you will need some money for materials,



Suppose you give me some idea of what you are going to do, or rather of what you would like to do. I should like to know how many of you will take my advice and I wish that those of you who haven't written already, would do so right away. Please mark the envelope "Cozy Corner," so that I will get it.

This is a picture of Dorothy Welsh, of Watertown, N. Y. It was taken at our Temporary Showroom during the display at the town where she lives.

Dorothy is standing in Student Rocker No. 810, and the photo. was taken with our Chautauqua Camera.



Mrs. Nora Bowman, Turtle Creek, Pa., writes: "Here is a picture of my little daughter, aged 13½ months. She has always been bathed in Elite Glycerine Soap and powdered with Larkin Talcum Powder; therefore her skin is soft and white."



Mrs. John Vermillion, Wayland, Mo., writes: "I am sending you another order, the fifth one in four months. My little daughter takes all of the orders. She has no trouble selling \$10.00 worth in one day."



"We are well pleased with the Soaps and other Products and the Premiums give entire satisfaction."



THROUGH the various stages of civilization, certain peoples have had customs and ceremonies peculiar to themselves. The Druids, who were scattered over Wales, Brittany and parts of France in early times, held annual festivals, in celebration of the sowing, ripening, and harvesting of their grains. On May first, occurred that of the sowing, from which our present English Mayday has come; on June twenty-first, that of the ripening; and on October thirty-first, that of the harvesting of the year's produce, the celebration from which we get our Hallowe'en.

The Druids burned an immense fire throughout the year, upon stone altars, and on this night, clothed in robes of snowy white, they assembled before these fires, and in absolute silence solemnly extinguished the flames. New fires were started, and as the flames again leaped into the air the people plucked out burning embers to take to their homes with which to rekindle the fires on their hearthstones, this new fire, being a supposed protection to the household as long as it remained burning.

Gradually through the change of years, the simple country folk began

to believe that the fairies forsook their hiding places to dance in the forest glades, while witches, goblins and other evil spirits held revel in deserted abbeys or plotted against mankind in the shadows of castle and keep.

By a natural transition, the Hallowe'en fire came to be regarded as a charm against evil spirits; and even as late as the 17th century, it was customary on this night for a farmer to make a circuit of his acres, brandishing a lighted torch, chanting some doggerel rhyme, to protect

his farm during the coming year.

Now, Hallowe'en is regarded as *the* night of the year on which a frolic is

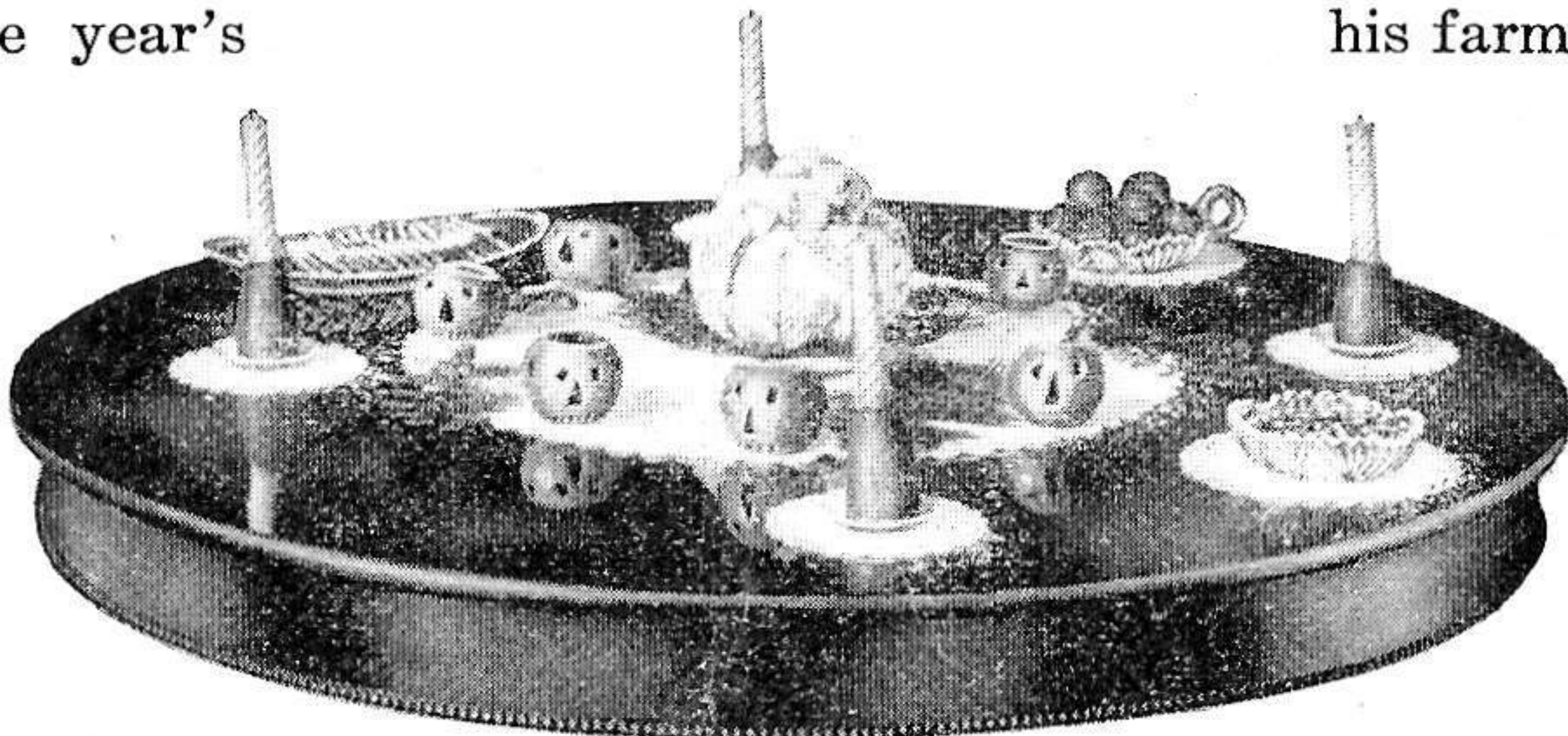


TABLE SET FOR HALLOWE'EN.

the most enjoyable. Let Clubs-of-Ten everywhere celebrate in the old-fashioned game of bobbing for apples; roasting chestnuts; burning candles; decorating the home for this festive night with apples, cabbages, Jack-o'-lanterns made from pumpkins, candles in carrot candle-sticks; and in general merry-making.

The table shown has for a centerpiece a cabbage hollowed out and filled with the salad. Also use these cabbages for nut bowls; or you may serve your salad individually in bright red apples, polished until they shine.



SILK CITY CLUB-OF-TEN, PATERSON, N. J.
MRS. ED KUHN, SECRETARY.

For such an evening's fun, the menu should be in keeping and the following will be appropriate:—

Apple-and-celery salad made by using equal parts of apple and celery with a mayonnaise dressing. Pare the apples, core, quarter and cut into small dices, put into a bowl of cold water to which the juice of a lemon has been added. This keeps the apples from becoming discolored. When ready to serve mix celery and apple with mayonnaise. The quantity of fruit must be regulated by the number of people to be served. Two apples of ordinary size with an equal amount of celery will serve three people.

For the sandwiches, use Boston brown bread made by the following recipe:—

Into two cups of sour milk stir two-thirds of a cup of New Orleans molasses, two cups of white flour, two cups of cornmeal, one teaspoon of Larkin Soda and one-fourth teaspoon of Larkin Table Salt. Beat well. Pour into

greased one-pound Larkin Coffee cans and steam two hours. Bake one-half hour. This should be made the day before using. For the filling, use fresh dairy cheese rubbed to a paste, with the boiled salad dressing, the recipe for which was given in a recent issue of THE LARKIN IDEA.

Follow this if you like with a grape sherbet made in the proportion of a cup of grape juice, the



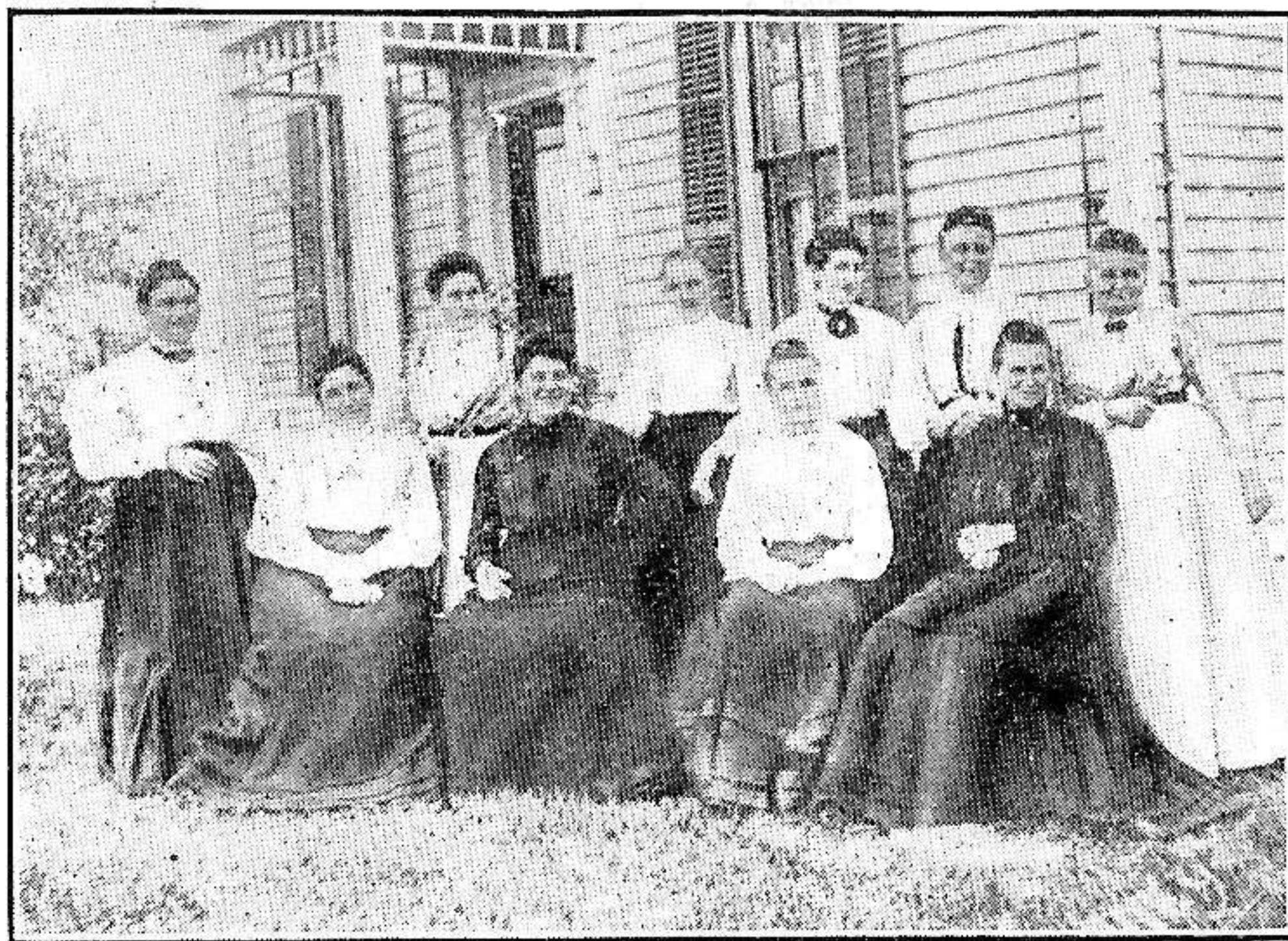
A LARKIN CLUB-OF-TEN, ITHACA, N. Y.
MRS. M. E. RYAN, SECRETARY.

juice of one lemon, the juice of one orange, a cup of sugar, a pint of water, and a dessert spoon of Larkin Gelatine.

Moisten the gelatine in a portion of the water; heat the remainder to boiling. Pour over the softened gelatine, add sugar and juices and freeze in the usual way.

By using these sug-

gestions, it is possible to make this one of the jolliest meetings of the year.



KENOSHA (WIS.) CLUB-OF-TEN.
MRS. WM. GROSS, SECRETARY.

We are always glad to hear from secretaries of Larkin Clubs-of-Ten.

Maggie Wood, Roseville, Ohio, writes: "I am secretary of a Larkin Club-of-Ten and have as members some of the most prominent people of our town, among them the Chief of Police and an eminent employer of the J. W. McCoy Pottery Co. All are delighted with Products and Premiums.

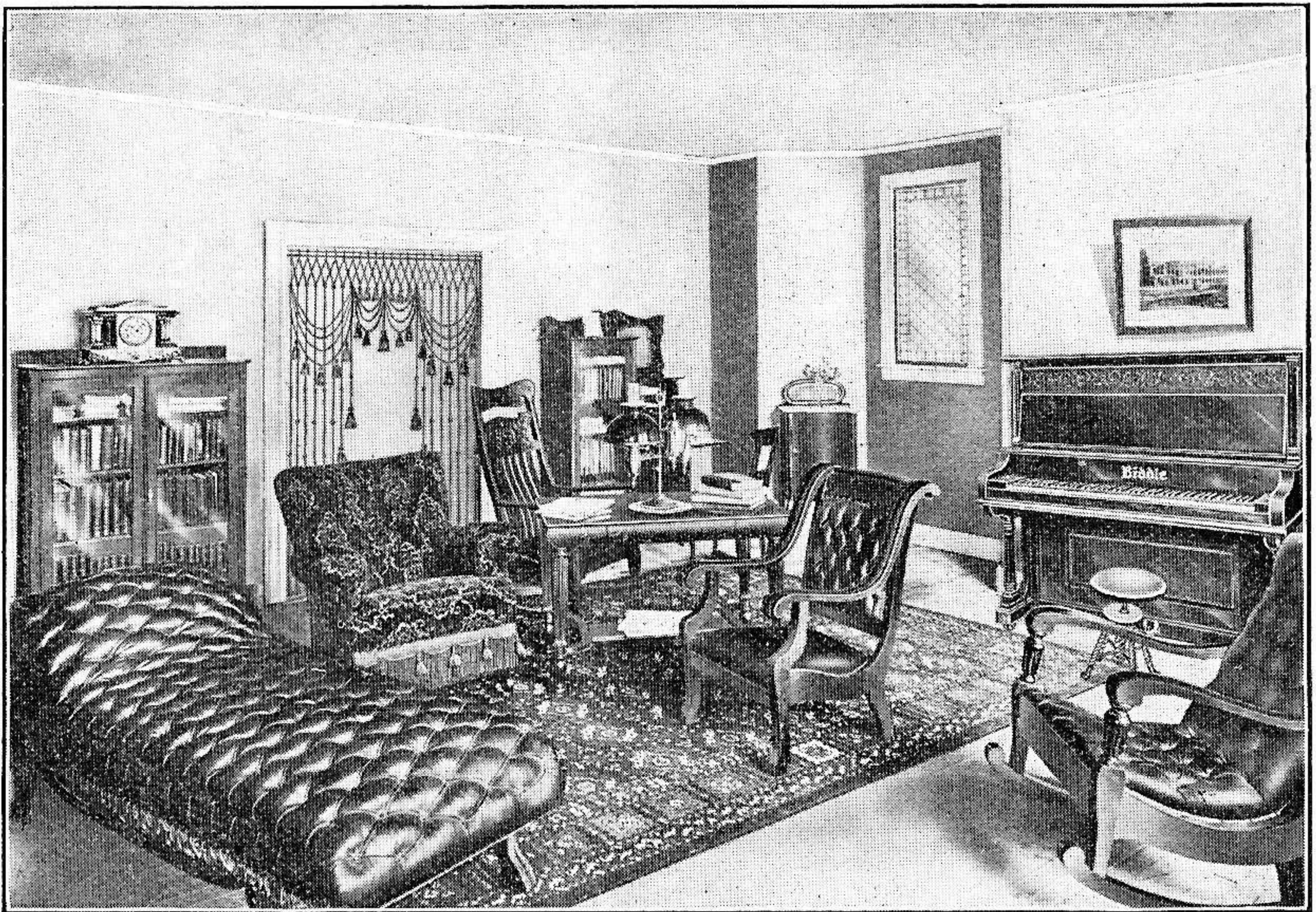
"I think the little Larkin pin that you sent me is beautiful. It came so near my birthday that I call it my birthday present."

Mrs. John S. Painter, Lawrence, Mass., writes: "We have a Club of eight members. Therefore, we call it the Octagon Club.

"We are well pleased with the way in which all business transactions have been carried out, and are delighted with all Products and Premiums received.

"This is the second Club I have organized but later I shall endeavor to form one called the Sideboard Club."

Larkin Club-of-Ten secretaries will find interesting reading on page 29.



THE LARKIN HOUSE.

(TO BE CONTINUED.)

The eldest son of a family of three boys went to sea, and soon after, in spite of the pleading protestations of his parents, his older brother joined him. Before long the youngest boy began to fret and long for the sea; finally, he too sailed away before the mast.

Forlorn and sorrowing, the parents began to look about in search of the

reason for the boys' wish to become sailors. One day they discovered it. Hanging upon the wall in the boys' bedroom, just where it would be the first object to meet their view upon awaking in the morning, was a fine picture of a full-rigged ship, running before a stiff breeze. Every sail was bellied and sunlit waves splashed high upon her prow.

In this picture the parents found the reason they sought. Morning after morning, the sea was first in each boy's thought and naturally enough they were drawn to it.

You have probably heard the story. It is told now to impress upon you the fact that home is more than four square walls and that home surroundings affect every one in the family.

It is your duty to make your home as cozy and comfortable, in a word, as attractive as you possibly can. Aided by the Larkin Idea, this duty is nothing but delightful.

A Larkin Library.

This month we show you what elegant and refined furnishings a selection of Larkin Premiums affords for your library. Few people, in these days, care to use a room exclusively for library purposes, so a cozy touch here and there fits the room admirably for living-room and library combined.

The furnishings of this room include Leather Turkish Couch No. 820, given for twenty Certificates; Rocker No 913, given for thirteen Certificates; Library Chair No. 814, given for fourteen Certificates; Rocker No. 910, ten Certificates; Student Rocker No. 810, ten Certificates; Lady's Desk Chair No. 52, two Certificates; Library Table No. 8, eight Certificates; Library Bookcase No. 7, seven Certificates; Combination Bookcase No. 810, ten Certificates; Music Cabinet No. 18, eight Certificates; Biddle Upright Piano Grand Style D, given for one hundred Certificates; Wood-seat Piano Stool No. 2, two Certificates; Student Lamp No. 18, eight Certificates; Seth Thomas Mantel Clock No. 35, five Certificates; Rope Portieres No. 144, three Certificates; and our 9 x 12 Majestic Rug No. 51, given for eighteen Certificates.

About Teas.

An early Chinese writer says: "Tea tempers the spirit, awakens thought, prevents drowsiness, lightens and refreshes the body, and clears the perceptive faculty."

If this is so, it is because the drinker has learned the varieties of tea; their characteristics, and how to prepare his chosen variety.



Does the average consumer who asks his grocer for a pound of black or green tea know the kind he gets? or does his grocer know? Rarely, if ever. It is not suspected by either dealer or consumer that there are as wide differences between teas as between coffee and tea, or coffee and cocoa. How many kinds of Chinese black tea? About five hundred. How many of green? About two hundred. How many of Japan tea? About one hundred. As all these specimens can be blended together, it is possible to obtain many thousands of flavors of tea.

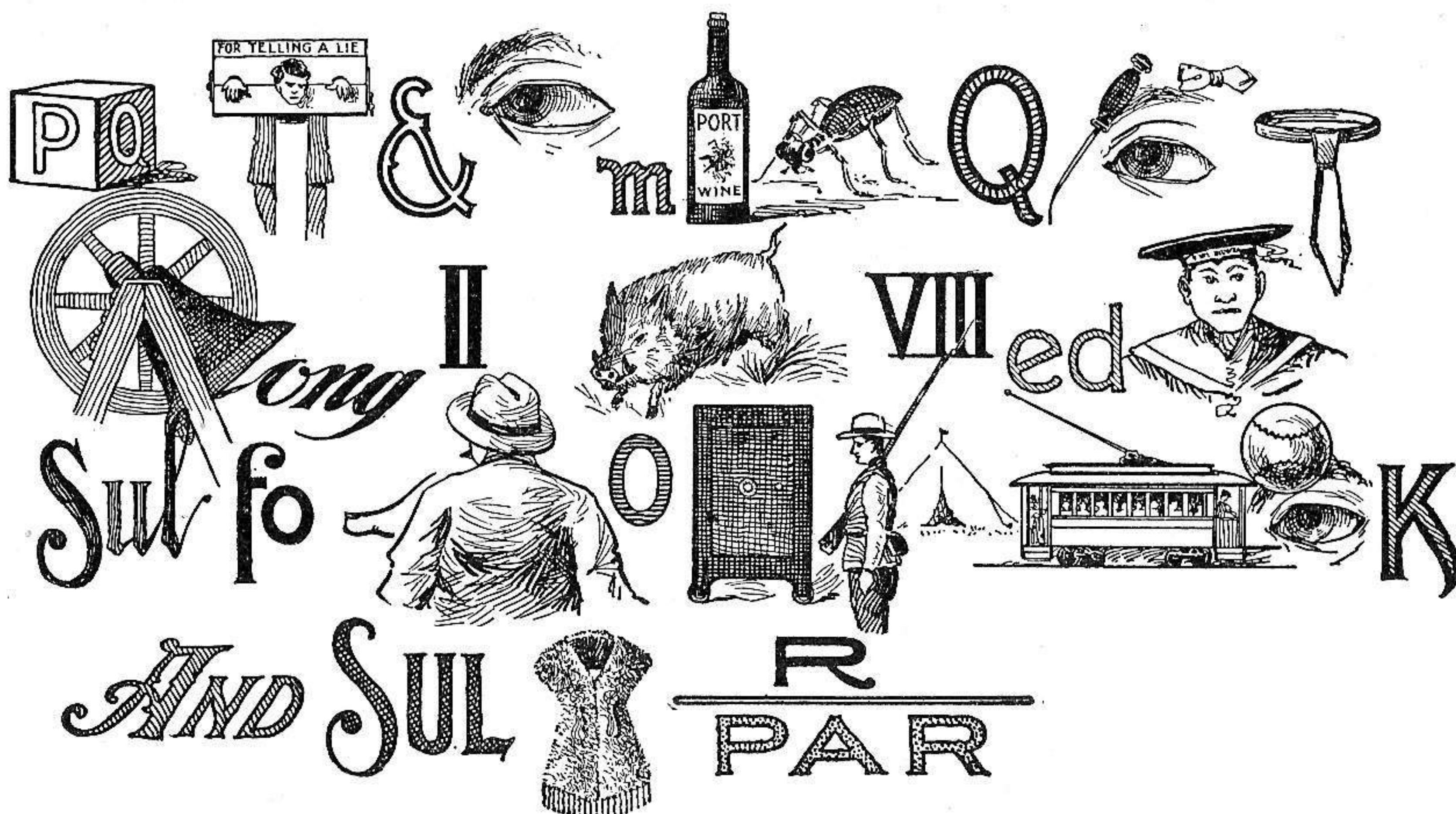
It can readily be seen that it is impossible for all of us to know all about tea; so isn't it better to buy a blend such as Larkin Mixed Tea, from someone in whom you have confidence and who does know?

This being so, it does not seem strange that we put our Tea Department in charge of an expert who has spent his life learning teas, learning to recognize their flavor, strength and purity, that you may have tea of the best possible cup quality.

Larkin Olive Oil will clear the skin, if taken in small doses; use a teaspoonful half an hour before breakfast and one half an hour after the last meal every day. Continue until no longer needed.



1. Rebus.



2. Charade.

When first Walter Raleigh was learning to smoke
They threw water on him, and this is no joke;
The water and smoke so damaged his third
That they had quite a time, at least so I've heard.

My young sister fourth had a second with her beau.
And now I will tell you one thing you must know:
This charade is by sound; these words are not spelled
Like the syllables wanted, by "Webster," 'tis held.

But when they are found, at once you will see
That they sound just the same; and the total will be
What you send to York State to the great Larkin Co.
And they send you good Soaps and Premiums also.

To every boy or girl sending us the correct solution of Nos. 1 and 2 before November 15th, we will mail free of charge a fine handkerchief.

Address Editor THE LARKIN IDEA.

The solutions will be published in THE LARKIN IDEA for December. Solutions will not be acknowledged by letter; corrections or other alterations will not be permitted after solutions have been submitted.

Solutions to August Puzzles.

1. Teas — East — Sate — Seat — Eats.
2. Larkin Baking Powder.
3. Womankind.

PREMIUM NEWS.

THE feature of this month's Premium News is the announcement of a number of new and very attractive Premiums; every one is something that you will welcome. Our experienced buyers keep their eyes wide open for Premiums delightful in utility, quality and price and they have been doing some good work of late. Witness the results.

Knit Underwear.

Our Knit-Underwear line has been arranged with special attention to weight and durability. Nearly all our garments are knit from combed yarns, of smooth, even texture; while the underwear generally sold is made from carded yarn, which is more or less knotty, rough and uneven and does not wear nearly so well. There are special points in the make and finish of our underwear that will be appreciated by the wearer. It is our intention to make this line so good that it will be generally used by Larkin customers.

Infants' Vests.

Sizes to fit children from one month to six years old. Two offers:



No. 20. Two given for one-half Certificate. Infant's Simplex Vest made of fine, soft-finish Peeler yarn. Buttonless. Is put on like a coat; double protection on chest.

No. 30. One given for one-half Certificate. Same style garment as No. 20, made of pure Australian Worsted, fine gauge; non-shrinkable. Wide armhole. Edges finished with shell stitch.

Children's Vests and Drawers.

Sizes, 18 to 34 in. chest measure for Vests; waist measure for Drawers. For boys or girls.

No. 800. Two garments given for one-half Certificate.

Made of a patented fabric known as Velastic Fleece, in natural gray; soft and warm. Special attention has been given to the fit.

Misses' Union Suit No. 90.

When ordering, mention age of child.

Given for one-half Certificate.

Fine ribbed, combed Peeler Cotton, fleece lined. Soft and warm.

Boys' Union Suit No. 300.

In lengths 31 to 52 in., from neck to ankle.

Given for one-half Certificate.

This is made of heavy, unbleached carded yarn, 1 x 1 rib.

Men's Shirts and Drawers.

Sizes: Shirts 34 to 46 in. chest measure; Drawers, 30 to 44 in. waist measure. Four offers:

No. 500. One garment given for one-half Certificate.

Made of fine combed yarn, unbleached, fleece lined. Medium weight.

No. 600. One garment given for one-half Certificate. Same quality as No. 201 Union Suit.

No. 700. One garment given for one-half Certificate.

Jersey-knit Lambsdown, fleeced. A heavy warm garment of excellent wearing quality.

No. 301. One garment given for one Certificate.

Same quality as Men's Union Suit No. 202.

Men's Union Suits.

Sizes, 34 to 46 in. chest measure.

Three offers :

No. 101. Given for one Certificate.

Made of fine combed yarn, unbleached, fleece lined. Medium weight.

No. 201. Given for one Certificate.

Made of heavy combed yarn. An exact reproduction of the British ribbed Balbriggan.

No. 202. Given for two Certificates.

Made of fine wool yarn, 1 x 1 rib, blue or natural gray. There is just enough cotton mixed in the yarn to prevent shrinkage. Medium weight.

Women's Vest No. 40.

Given for one-half Certificate.

Pure white, combed Peeler Cotton. Made with double yoke in front and back for added warmth.

Women's Union Suit No. 400.

Given for one-half Certificate.

Same quality as Union Suit No. 1 offered in 49th edition of Premium List for one Certificate, but these are what is known in the mill as "seconds," there being slight imperfections in the knitting.

Women's Flannelet Nightgowns.

Sizes, 15, 16, 17, 18, 19, 20 in. neck measurement; 56 in. long. Two offers :

One given for one Certificate.

No. 31 is made of Amoskeag Daisy Cloth in pure white. Yoke trimmed with insertion and ruffles edged in pink or light blue.

No. 41 is made of Amoskeag Teazeldown Outing Flannel in a variety of stripes with flake mixture. Trimmed with insertion. Choice of Pink or Blue.

Men's Nightshirt No. 51.

Sizes, 15, 16, 17, 18, 19, 20 in. neck measurement; 56 in. long.

Amoskeag Teazel-down Outing Flannel in neat stripes. Front plait and pocket trimmed with silk braid.

House Wrapper.

Sizes, 32 to 46 in. bust measure.

Given for one Certificate.

Simpson's 36-in. Percale is the material used in these "Home Made" House Wrappers. The design has plaited back, plaited yoke and deep ruffled skirt. Are roomy, well-made and extra long. Choice of Black-and-white, Gray-and-white, Red-and-white or Blue-and-white. We have selected very good patterns in all these color-combinations. We cannot send samples, but we are sure our choice of patterns will please.

Kitchen Apron.

Sizes, 36 to 44 in. bust measure.

Given for one-half Certificate.

A full-length Apron of Simpson's 36-in. Percale in choice of Gray or Blue, or in Blue-and-white check Gingham. Ruffle over shoulders and across bottom.

Imported Hosiery.

Two pairs given for one-half Certificate.

Our own importation from Chemnitz, Germany. Made of two-thread pure Maco yarn with high-spliced heel and double sole. Hermsdorf dye. All sizes for men or women.

Men's.

No. 60. All Black.

No. 70. Black with white sole.

Women's.

No. 40. All Black.

No. 50. Black with white sole.

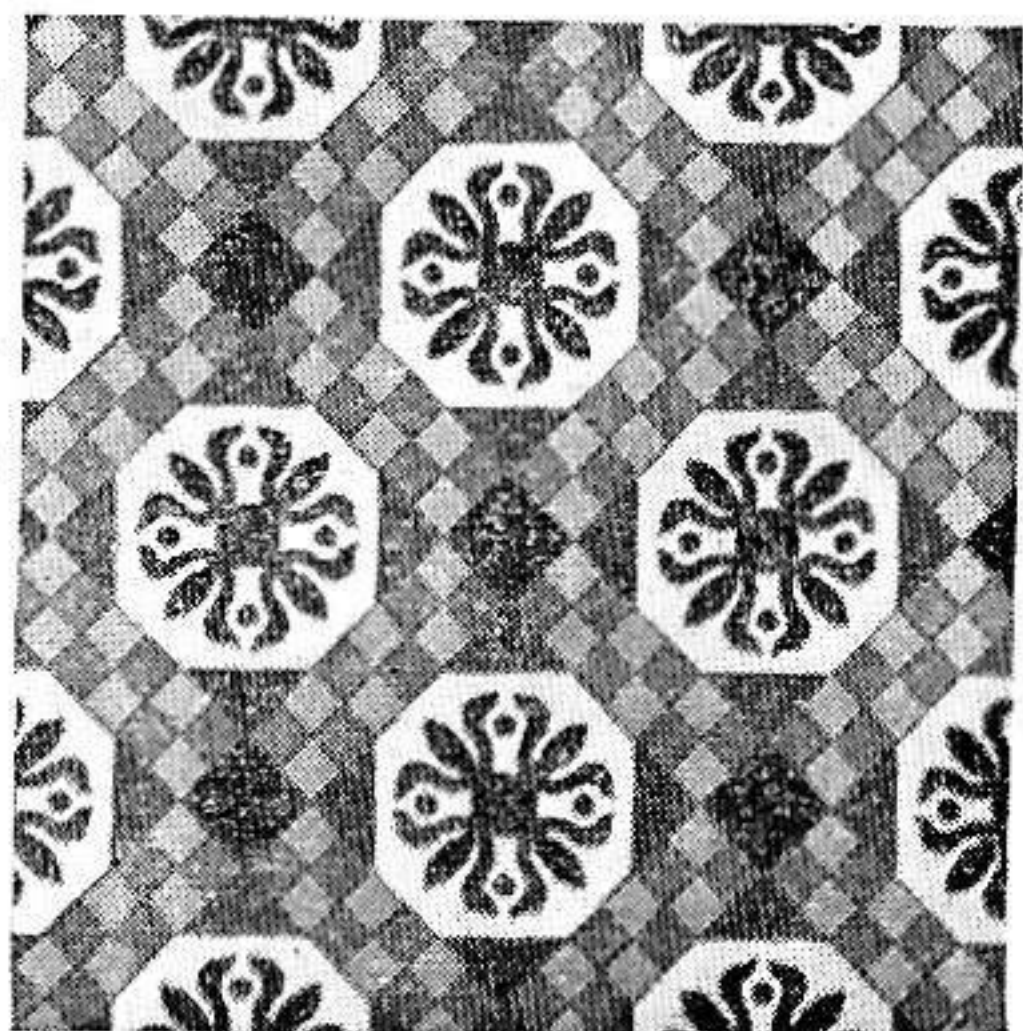
More New Floor Coverings.

Three handsome new Rugs are described in the advertising pages.

Floor Oilcloth.

Four square yards given for one Certificate.

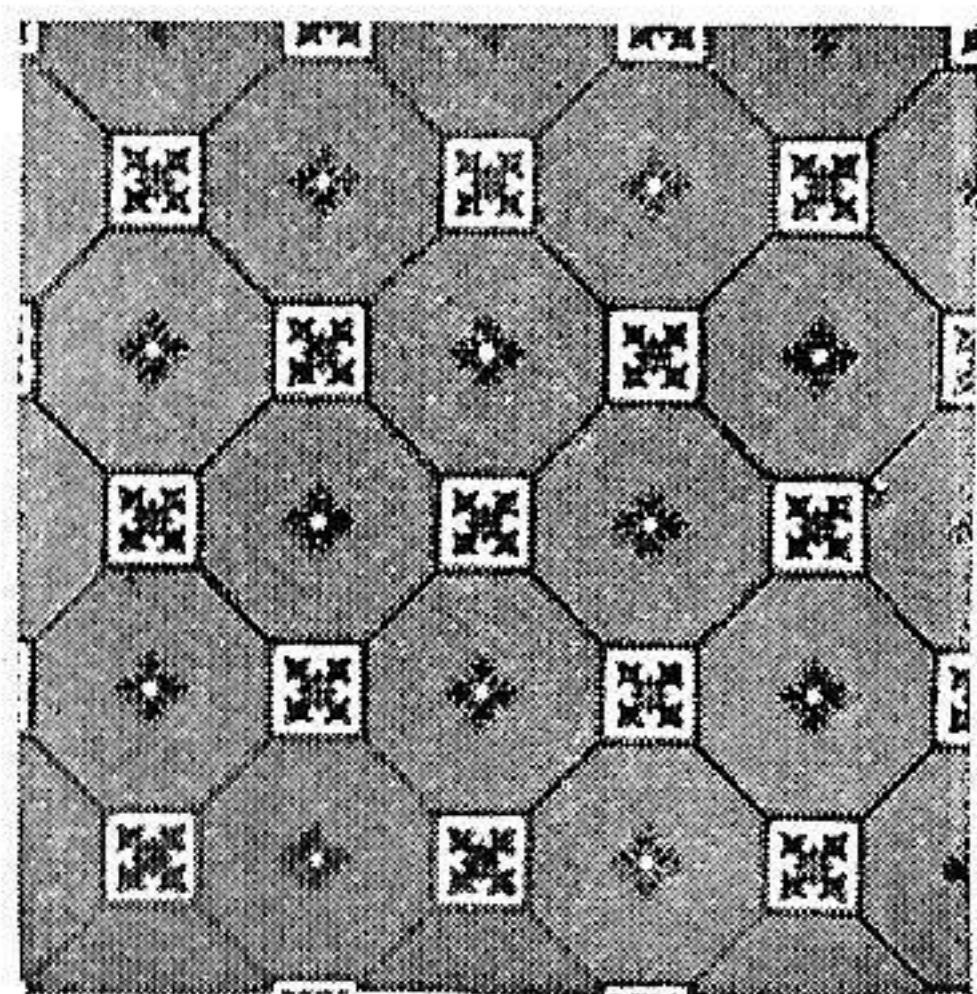
A standard quality from



a reliable factory. Handsome tile pattern in a combination of red, olive, tan and white. Comes in three widths, 36, 54 and 72 in.

Linoleum.

Printed. Two square yards given for one Certificate.



Quality is full standard heavy weight. Neat tile pattern in brown and white. Comes in two widths,

6 and 12 ft.

Inlaid. One and one-half square yards given for one Certificate.

The design is blue granite. Inlaid Linoleum is the most durable floor covering manufactured.

Great care must be exercised in unrolling Linoleum. It is very susceptible to heat and cold. To prevent breaking, must be thoroughly warmed before unrolling.

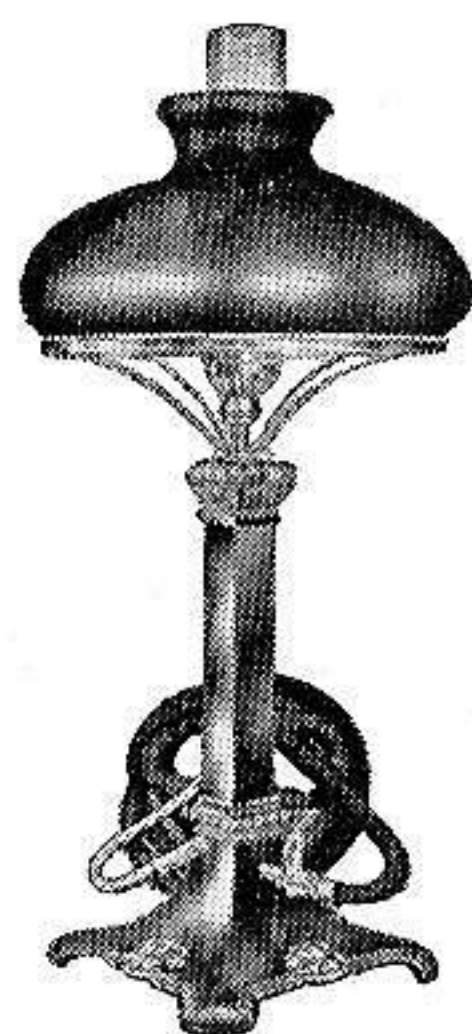
Table Oilcloth.

Six yards given for one Certificate.

Choice of plain White, Marble White or Oak-grain design. Best quality.

Gas Portable Lamp No. 55.

Given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.



Has square shaft, $1\frac{1}{4}$ -in. in diameter, with fancy crown and 8-in. base with four feet. Old English brass finish.

The 12-in. green shade is lined with white, and reflects

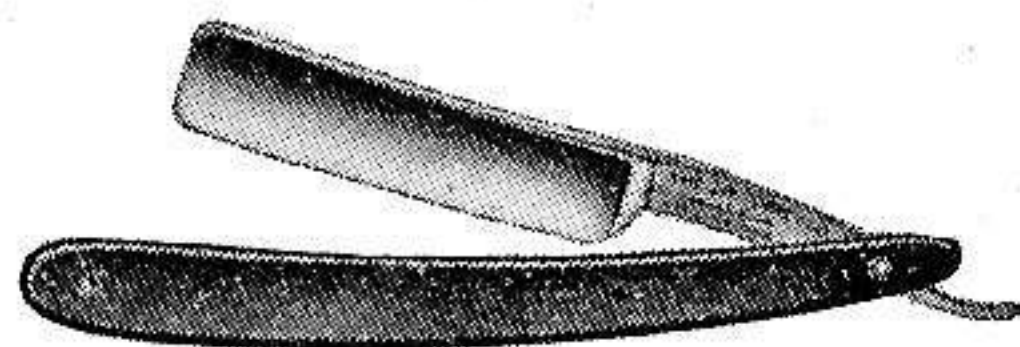
a pure white light.

Complete with 6 ft. superior gas

tubing with brass goose-neck, adjustable burner, mantle and chimney. Height, 23 in.

Torrey Razor No. 41.

After many years of negotiation, we have finally succeeded in closing an arrange-



ment with one of the best American Razor manufacturers with two generations of experience, that enables us to offer for one Certificate a Torrey Razor (our No. 41) of the best quality, style and finish that can be produced. The only way to make it more valuable would be to attach ivory, pearl or precious metals for show. We offer choice of Black Rubber or Celluloid Tortoise-shell handles.

Improved Sideboard Offer.

The French plate mirror in Sideboard No. 914 has been enlarged

from 14 x 28

in. to 18 x 30

in., increas-

ing its sur-

face 104

square inch-

es or over

25%. The

sterling

qualities

that have

made this

piece of fur-

niture one of

our most

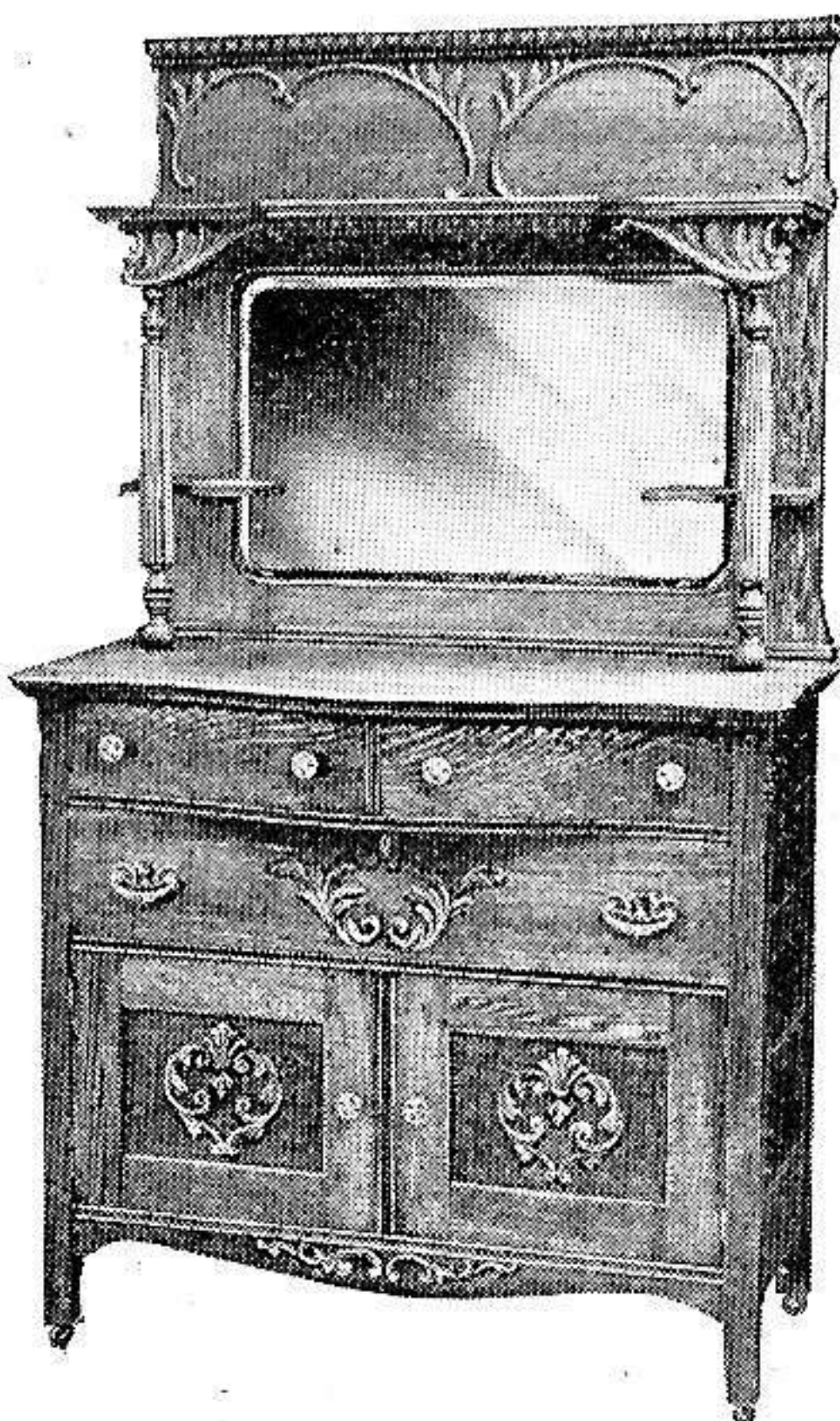
popular

Premiums are not sacrificed and the price remains unchanged.

Sideboard No. 914 is given for fourteen Certificates. See Premium List for full description and other offers by which it may be obtained.

Cause of Delay Overcome.

Until the present time the great demand for Music Cabinet No. 18 and Buffet No. 716 made it impossible to



Larkin Dry Yeast

NOW READY



Seven Cakes

Price, 5 Cents

Especially valuable to the house-keeper, because of its absolute purity. Manufactured under ideal sanitary conditions. Positively contains no alum. (Alum whitens bread, but injures the stomach.) Develops the correct proportion of gas to raise the dough properly. Bread made from it will not sour, as the ingredients are carefully selected to give best results. A trial will warrant its continued use.

Larkin Co.

ESTABLISHED, 1875.

BUFFALO, N. Y.

ship promptly always. Our facilities for manufacturing them have been increased and we can now furnish both without delay.



Buffet No. 716 is given for sixteen Certificates and Music Cabinet No. 18 for eight Certificates.

Both are described fully in the Premium List.

A Handsome Timepiece.

Mission Hall Clock No. 9, given for nine Certificates, fits well into hall, den, library or dining-room. It is a reproduction of an ancient Dutch pattern in solid oak, with weathered finish. The Seth Thomas eight-day movement is guaranteed.

Jardiniere Lamp.

The long winter evenings, indoor evenings, will soon be here. A lamp then will be an important piece of furnishing. A lamp should do more than merely illuminate; it should lend an air of beauty and comfort to the room. Our decorated Jardiniere Lamp No. 15 will do this. It is given for five Certificates. See Premium List for complete description.



Send for a copy of the Larkin Premium List. It contains nearly nine hundred offers and fully describes every Premium that is given free with the Larkin Soaps and Products.

It is sent free for the asking, as well as all Larkin Literature.

More New Floor Coverings

HODGES HOFI RUGS

Size, 8¼ x 10½ ft. Given for five Certificates; or free with \$10.00 worth of Larkin Products.

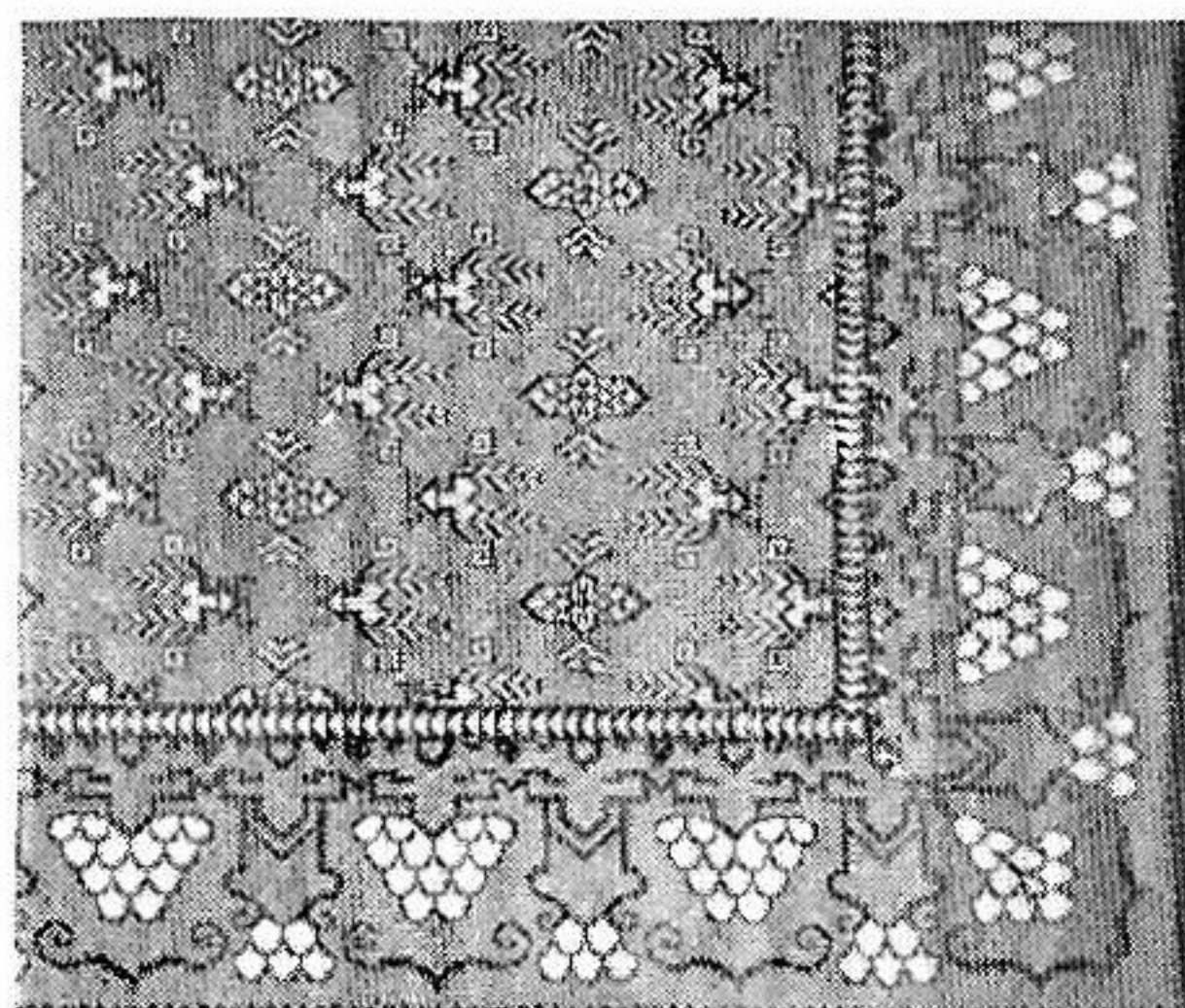
A patented fabric resembling the finest Japanese matting. Artistic and stylish; soft, pliable, odorless, reversible; no nap; no lint. Furniture will not break or splinter it. Can be cleaned with a mop; colors are clear and lasting. Choice of four patterns:

No. 124. Blue and tan. Dice pattern center, geometric border.

No. 117. Brown and tan. All-over design center with ornamental border.

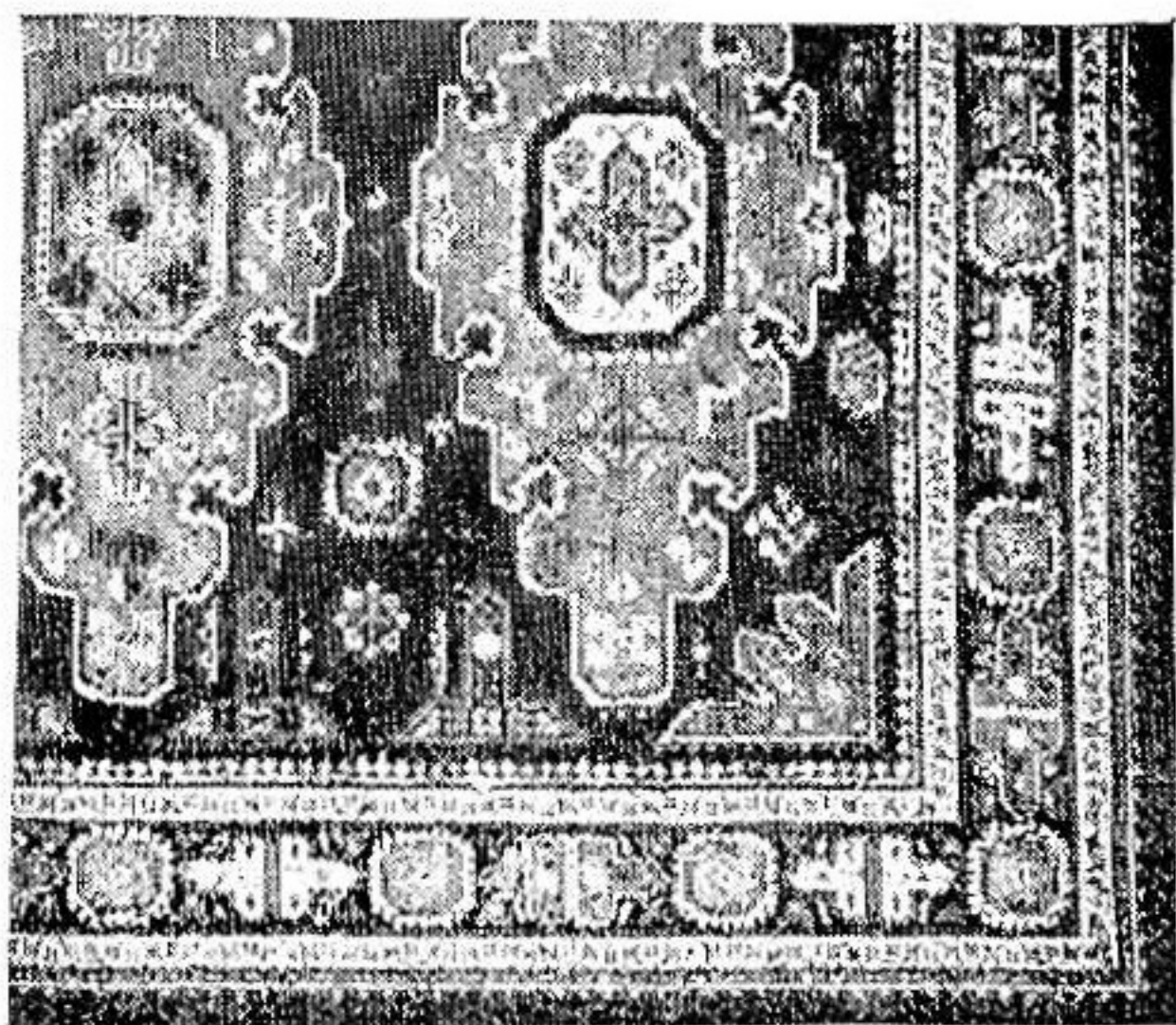
No. 118. Like illustration. Green and tan. All-over design center with fancy border.

No. 108. Red and tan. Plain center framed in Egyptian border.



MAJESTIC RUGS

Size, 9 x 12 ft. Given for eighteen Certificates; or with \$10.00 worth of Larkin Products for \$23.00; or free with \$36.00 worth.



A heavy, all-wool Smyrna Rug in rich, quiet colorings; closely resembles an Oriental Rug. Choice of four patterns:

No. 82. Olive green damask pattern with ecru medallions and border.

No. 74. Like illustration. Dark red Persian design with three medallions in dark blue.

No. 51. Dark red all-over Bokhara pattern, relieved with navy and ecru.

No. 53. Oriental all-over design in tan and oak brown, relieved with red and ivory.

WHITALL'S WORCESTER WILTON RUGS

Size, 9 x 12 ft. Given for thirty Certificates; or with \$10.00 worth of Larkin Products for \$35.00; or free with \$60.00 worth.

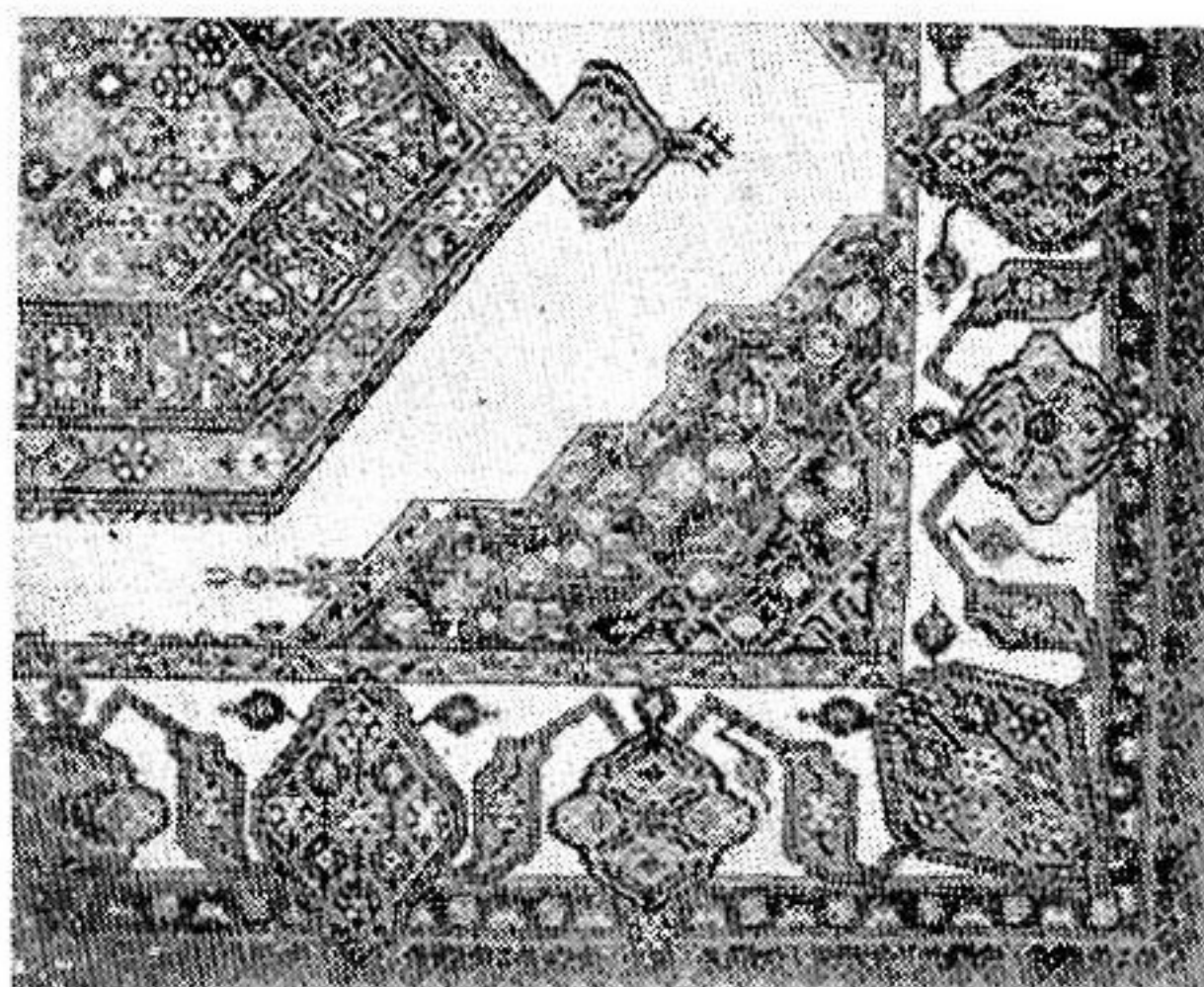
Noted for beautiful designs in soft-toned, perfectly blended colorings; rival very expensive imported rugs. Close-woven pile; very durable. Choice of four patterns:

No. 551. Red ground, medallion pattern, tan and olive.

No. 560. Persian effect in green and ivory, relieved with black and red.

No. 559. Like illustration. Medallion pattern, tan damask ground, including brown, red, black and green.

No. 566. Oriental design on crimson ground, containing shades of red, olive and copper brown.



Larkin Street,

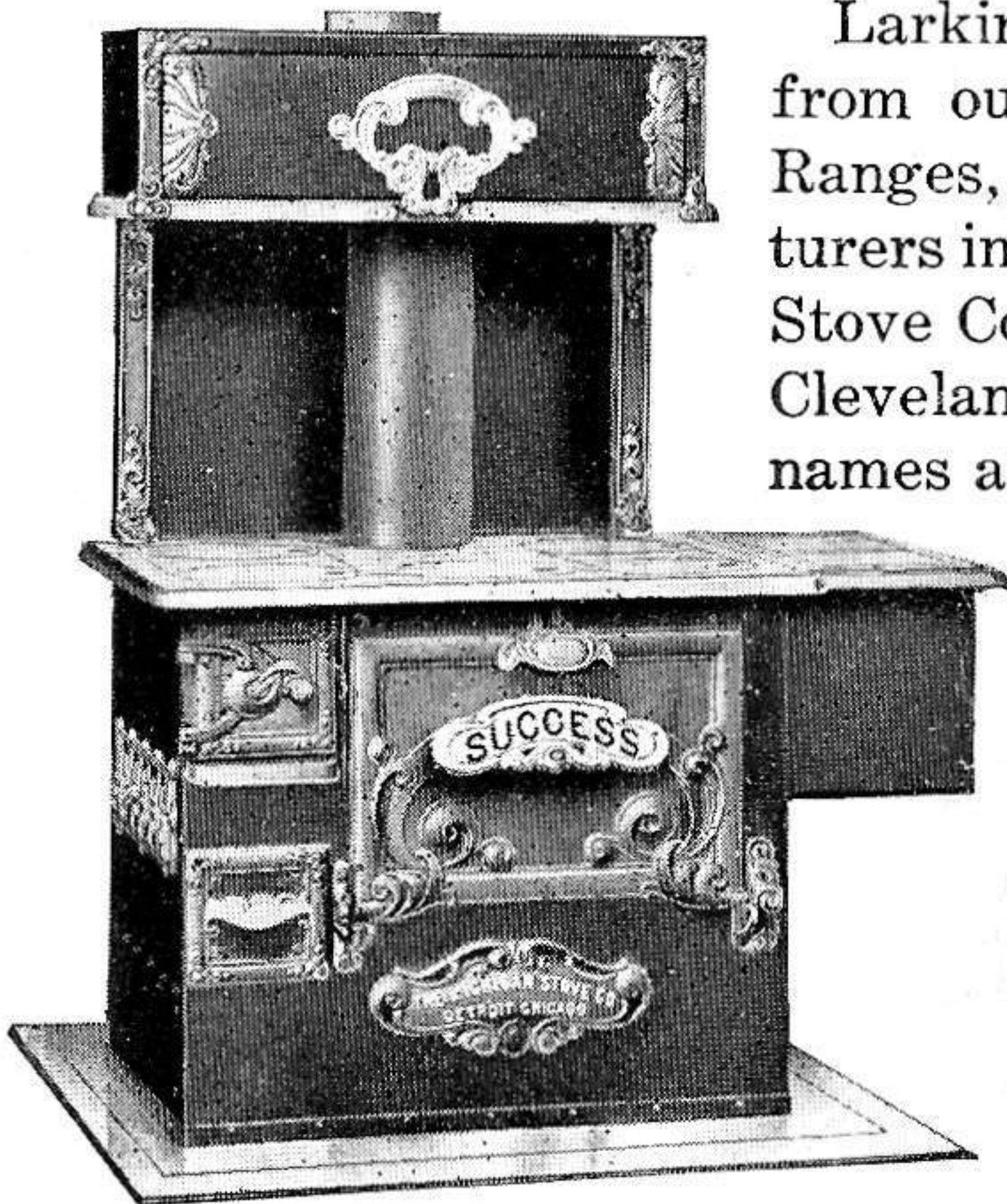
Larkin Co.

ESTABLISHED, 1875.

Buffalo, N. Y.

STOVES AND RANGES

FREE WITH THE LARKIN PRODUCTS



No. 620.

Larkin customers may now have their choice from our very complete line of Stoves and Ranges, made by the best-known manufacturers in the United States; viz., the Michigan Stove Co., Detroit; Jewett & Co., Buffalo; Cleveland Foundry Co., Cleveland, whose names are a guarantee of worth and quality.

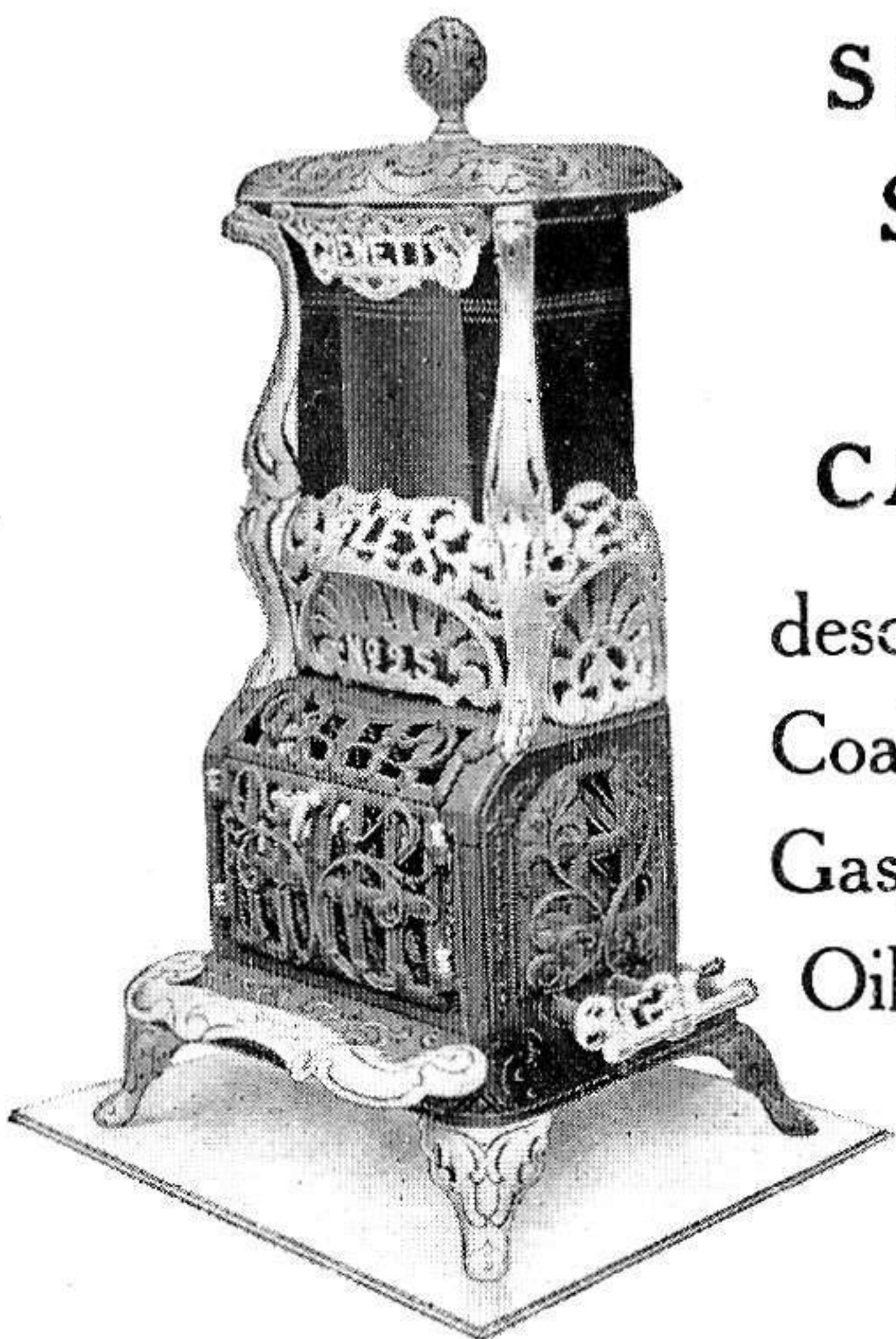
No. 620. Success Steel Range—for Hard or Soft Coal, Coke or Wood.

Given for twenty Certificates; or with \$10.00 worth of Larkin Products for \$25.00; or free with \$40.00 worth.

No. 66. Jewett Reflex Heater—for Natural or Artificial Gas.

Given for six Certificates; or with \$10.00 worth of Larkin Products for \$11.00; or free with \$12.00 worth.

No. 15. Pan Oak Heating Stove—for Hard or Soft Coal, or Wood.
Given for five Certificates; or free with \$10.00 worth of Larkin Products.



No. 66.

SEND FOR SPECIAL STOVE CATALOGUE

describing all kinds—
Coal, Coke, Wood,
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